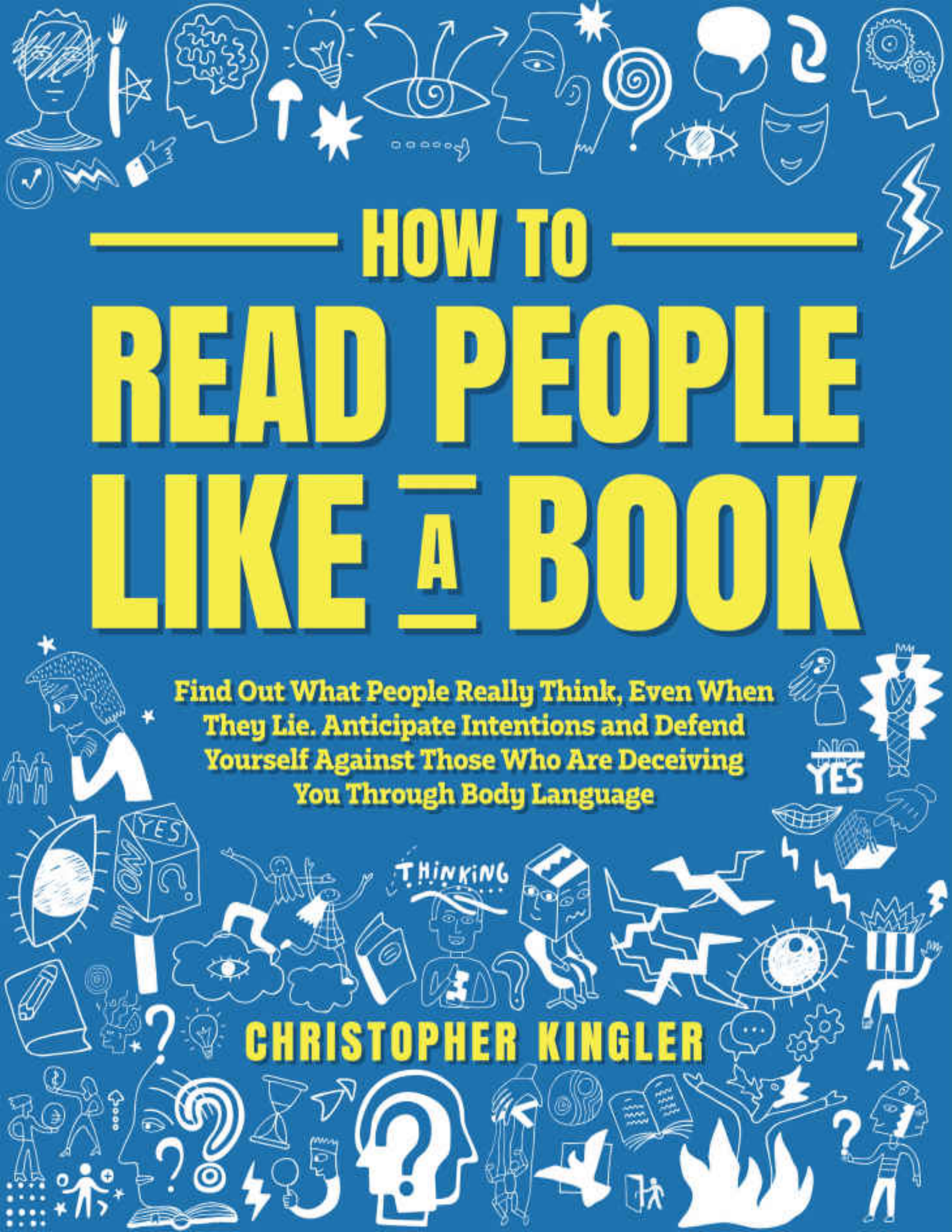

HOW TO READ PEOPLE LIKE A BOOK

Find Out What People Really Think, Even When They Lie. Anticipate Intentions and Defend Yourself Against Those Who Are Deceiving You Through Body Language

CHRISTOPHER KINGLER

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CHRISTOPHER KINGLER

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INTRODUCTION

Body language encompasses a variety of forms including facial expressions, gestures, eye movement, and posture. It includes voluntary facial expressions and gestures used to control the flow of interpersonal communication; it can also include control of bodily behavior that is not always conscious.

Body language is one of the three cues used in social interaction (besides speech and touch) and involves nonverbal communication between human beings. It can be used to express an emotion or thought, to manipulate others into feeling a certain way or simply to attract attention. Body language can serve functional purposes, such as to attract the attention of another person, to show interest in what another person is saying, etc.

It also serves social purposes, such as indicating a friendly or hostile attitude towards another person, indicating whether a person is comfortable with another, or showing one's attitudes about, or beliefs in something. It can also be used to advertise that one is looking for a sexual partner.

Body language involves the unconscious observation of natural human body movements such as gestures and posture. In this way, body language is a form of interpersonal communication. The term implies the existence of a range of communication which includes those acts that do not require speech. Body language is also sometimes known as kinesics from its early identification in the work of Dr. Meredith Regan in 1955. The field has become popular largely due to the efforts of famous experts such as Paver, Birdwhistell, and Mehrabian.

Body language can be more accurate than tone of voice in conveying a mood or attitude. Body language can be consciously controlled, but may

also be the result of cultural or emotional conditioning. Body language is a form of nonverbal communication.

Body language exploits natural human cues and signals to display attitudes and intentions to others. It consists of facial expressions, hand gestures, posture, and eye movements.

The field of behavioral kinesics emerged in the 1920s as an offshoot of psychoanalysis. A part of psychoanalytic theory, body language was related to the study of mind or mental states. Sometime after World War II, social scientists and psychologists began to criticize the study of psychology, which ignored situational factors and environmental influences. This was the beginning of nonverbal behavior, the study of environmental influences on behavior. The new field proved useful in several ways:

As a result, manuals for law enforcement officers and security personnel emerged whereby they could learn more about preventing criminal activity, including how to identify subtle facial expressions or other body language cues that might help locate weapons or tell if a person was lying.

The American anthropologist Edward T. Hall was among the first scientists to study cross-cultural differences in nonverbal communication. He also developed one of the earliest theories of personal space.

Body language may be able to help people with autism spectrum disorders better express emotions and socialize in ways they can understand more than words alone.

Neurologists believe that humans are hardwired to control their bodies in certain ways. They suggest that this may be due to the existence of mirror neurons, which give people a sense of how others around them might feel during social interactions.

There are two categories of communication:

Verbal cues are communications that include spoken and written language.

Nonverbal communication: Can be observed through direct body contact or the lack thereof. While direct body contact, like holding hands or hugging, is an obvious example of nonverbal communication, the absence of direct body contact can also serve as a cue. For example:

***Touch*:** is one method that can help let another person know how you feel about him or her. Touching of any kind serves several main purposes:

Touch may also be used as a form of communication to express affection or intimacy (e.g., hugging, hand-holding), or to indicate familiarity or friendship (e.g., a pat on the back). Touch, however, may also be used as a form of power and control (e.g., pushing someone out of the way).

***Pace and proximity*:** This term refers to spatial relationships between people. People use these cues to determine how close they stand, and, consequently, how intimate an interaction is. When individuals are standing close to each other, it usually means they are comfortable talking to each other.

***Proxemics*:** This is the study of human use of space. It describes personal space, social-cultural space, public spaces, intimate spaces, and others. An example of personal space is tending to feel uncomfortable or awkward when a stranger stands too close.

***Gestures*:** Are nonverbal actions that communicate a message to another person without the use of words.

A gesture is understood within the cultural context it occurs in. For example, a thumbs-up gesture in the United States is understood to signal that everything is okay. In Brazil, Mexico, and other countries in South America, the same gesture signals an insult.

Gestures can be broken down into categories

Gestures can be grouped into several categories: greetings, distance-keeping behaviors, stances and poses, gestures of power or control, insults and obscenities, sexual gestures, and body decoration.

Nonverbal cues of discomfort may be communicated by different behaviors like facial expressions or physical actions that reveal emotions like sadness or anger.

While some bodily signals are universal, the context is essential to understanding them. A smile, for example, can mean "hello," or it can mean "I'm happy." It can also be a signal of embarrassment or discomfort. The context and the meaning must be interpreted to understand how that person actually feels.

Head and Facial Movements Are Used in Many Nonverbal Communication Cues

Head movements can indicate agreement or disagreement with what the speaker is saying. They can also be used to express the speaker's attentiveness towards the other person. Head tilts show attentiveness and interest, while a tilt to one side indicates inattentiveness or uncertainty. When nodding, there is usually a slight pause and no movement of the chin or facial muscles. This type of nod is used to indicate understanding, confirmation, or agreement.

Facial Expressions Can Communicate a Wide Range of Emotions

The facial expression may be the first cue a person will give that reveals their inner feelings. Facial expressions can be controlled voluntarily or involuntarily.

Don't Believe Everything You See: The Body Language Charade

If you want to understand what people are really thinking, studying their body language won't always help.

A dissertation by Tim Leighton, PhD candidate at the University of Portsmouth, UK showed that we are better at hiding our real feelings than most people think. In a test with 60 volunteers, only during 37 percent of the experiment did the participants seem to be really honest. The other 63 percent of the time, they tried to hide their true feelings from researchers.

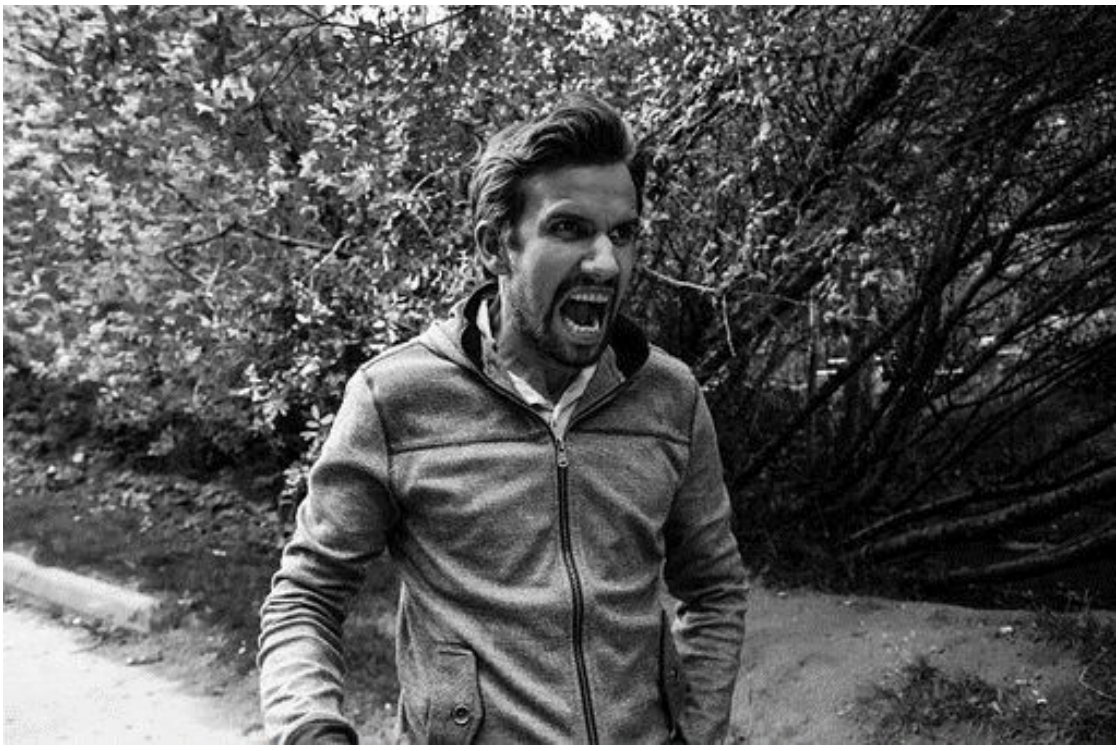
"This suggests that most of the time we are better at hiding our emotions than we think, and even when we seem to be giving an honest opinion or expressing an emotion, there's a good chance that this is a front," says Leighton. "We simply can't help it—it's a constant source of deception. Humans seem to be hard-wired to hide their true feelings."

But there's no need to despair. Leighton says, “It's more important to be aware of our body language rather than trying to read what people are thinking. Our body rarely lies, but we need to exercise caution when reading people,” he explains. “Anyone who tells you they can read body language with more than 50 percent accuracy is wrong.”

PART 1

VERBAL AND PARAVERBAL COMMUNICATION

CHAPTER 1: VOICE



As with any form of body language, the voice should be analyzed against the entire gamut of body language to draw a reasonable conclusion. Individuals that work in customer care or call centers understand the value of voice. It is what the customer meets and on which they form an opinion of the service and the company. Concerning voice, what counts most is what one hears. If you are a fan of music, you probably have had comprehensive exposure to the role of voice in communication.

A high volume communicates nervousness, and one should seek to convey energy and sound persuasive. At one point, you might have felt unease having to shout on the phone due to the mouthpiece or network issues because it makes you sound aggressive, and that is not how you want to be perceived. Listening to an individual that appears to be shouting suggests

that the individual is irritated, tired, or unwell. A speaker that sounds like he or she is shouting comes across as someone that is offended or irked by an issue or the audience.

Then there is the speed of speaking. Speaking fast indicates panic and selfishness. Slowing down the speed of speaking allows the receiver to effectively process what is being spoken. Speaking fast also indicates that one is in a hurry and wants to move on to the next point. If you have ever called a call center and got an agent that spoke faster than usual, then you likely felt the agent was not listening or that they were not valuing your concern, as it should be.

Pitch concerns the lowness or highness of the voice and is highly important in the English language. Through pitch, we express emotions and attitudes by changing intonation. From the pitch of the voice, we can determine if one is feeling stressed. Variation of pitch helps make the conversation sound natural, as emotions are not static. From the analysis of pitch variation, one can determine if one is a native or non-native speaker of a language. A monotone voice is not expressive and not interesting to hear.

Regarding tone, it is critical because it can mislead or enhance the outcome of the conversation. If one has an angry tone, then the receiver will assume that the speaker is upset. A professional and understanding tone is preferred. A critical tone makes the person sound as if he or she is judging the audience. A professional tone makes one appear diplomatic and knowledgeable in what he or she is presenting to the audience. Organizations invest significantly in attaining a professional tone.

Tone also includes the choice of words, however, in this context, we are focusing on nonverbal communication. Perhaps at one point, you tried making a joke, but no one laughed, or you had to offer apologies because the audience processed it differently. Maybe part of this mishap was due to the way you voiced the joke, making it appear like you were shouting, taunting, or expressing disdain. Even the best comedians lose the audience in some instances due to the way they express their jokes.

Having a consistent content tone of voice enables the audience to view you as consistent. Take time to search the late and former United Nations Secretary General Koffi Annan to appreciate the pitch and voice of a speaker. There is a justification for insisting on a pleasing tone during communication. Your tone is likely to be associated with your personality and profession, and it is the reason organizations invest time and resources in evoking a tone that connects them with their clients.

Exhibiting a unique tone can help charm and convince your customers. It is not just about having a pleasant tone but also about creating an identity. If one exhibits a consistent and particular tone, then the public is likely to form an image of your values and personality, and this can make it easier to connect with customers. For instance, your favorite social media influencer has a particular tone that you associate with the individual.

Particularly outside of face-to-face communication, tone is critical to avoid misconceptions and backlash. As most services are online these days, customers occasionally need assistance with applications and access to online services, and this requires a responsive call center. When customers contact the call center, the only thing they interact with is the tone of the speaker. The tone of the call agent can worsen the emotions of the client or thaw their emotions and make it easier to solve the issue facing the customer.

The role of tone in communication is to make one appear human. People prefer to deal with humans, and tone helps create a relatable personality that the customer can bond with. A rising and falling tone helps make the communication feel natural. Having the same tone will make one sound monotonous as well as appear rehearsed. If you sound monotone, then it suggests that you cannot elicit the emotional aspects of the communication, and this makes you appear less human to the audience. Most likely, your favorite actors effectively use tone to convey different emotions. At the national level, your favorite political figure varies their tone, making their message appear relatable.

Tone also helps establish authority. You probably know someone that sounds commanding and authoritative, courtesy of their tone of voice. The preferred tone is consistent and natural that communicates confidence in what one is speaking about, and this makes the person appear in charge. Try watching National Geographic wildlife documentaries or TED talks, and you will realize that the narrators and speakers have a consistent and varying natural tone to suggest confidence in what they are talking about. Most documentaries provide a learning opportunity for the role of tone in communication.

It is through tone that one sustains the focus of the communication. Tone helps keep the audience positioned in what the speaker intended. Again, using the call center example, most call agents politely try to keep the conversation formal even when the caller tries deviating the communication. The tone of the conversation makes the audience appreciate the formality level of the conversation. During interviews, the formality of the tone helps make the content delivered by the interviewee sound believable.

Lastly, tone helps one develop an identity. As indicated, you regard certain people as commanding, comical, or reserved based on their tone, among other factors. Again, try recalling which celebrity or politician sounds convincing, professional, commanding, or angry. Tone is connected to the way people feel the emotion you are trying to communicate. In some cases, the tone contradicts the intended emotion, thus distorting the message.

Activity

Search YouTube for industrial strikes in the United Kingdom and the United States and listen to the pitch and tone of the leaders. Now search for industrial strikes in any African or Asian countries that speak English and listen to the pitch and tone of the leaders. Then comment on the tone variation or lack of tone variation in the selected leaders of the industrial leaders. Go further and comment on the pitch of the selected leaders of the industrial strikes. Then, listen to any speech by Barack Obama and a speech

by Teresa May. Which of the two sounds convincing and natural to listen to?

PART 2

HOW TO UNDERSTAND THE BODY: INTERPRET THE MOST COMMON SIGNALS

CHAPTER 2: WHAT IS NON-VERBAL COMMUNICATION?

Nonverbal communication is difficult to define. Ray Birdwhistell claimed, “Studying nonverbal communication is like studying physiology with no heart.” For that reason, it is difficult to propose a single definition of it. Using the general and accepted definition of communication (sender, receiver, and messages) we can accept that any behavior is considered communication.

Characteristics

- Nonverbal communication is omnipresent and multifunctional.
- It can lead to misunderstandings.
- It has phylogenetic and ontogenetic primacy.
- It can express what is not said verbally.
- It is reliable.
- In humans, non-verbal communication is frequently paralinguistic; that is, it accompanies verbal information by shading it, expanding it, or sending contradictory signals.

When we talk (or listen), our focus is on words rather than body language, although our judgment includes both. An audience is simultaneously processing the verbal and nonverbal aspects.

The movements of the body are not generally positive or negative in themselves, rather, the situation and the message will determine its evaluation.

Gestural and Body Language

Body communication, evolutionarily before structured verbal language, is an essential part of the human communication system and that of many primates. In modern humans, nonverbal language makes paralinguistic sense and is important in many human communicative exchanges that adequately complement verbal discourse. It is mentioned that gestures transmit moods and the bio-psychic situation of a person, such as their degree of stress or fatigue.

Some authors point out that success in communication depends on the correct and proper functioning of all components of the communication system. We start from the conviction that being understood by a small or large number of people is an art that can be learned to the extent that several resources are known and implemented by the sender; in this case, the monitor, the transmission of the message, and its correct assimilation by the receivers will be favored.

Look

The look is an important aspect of nonverbal communication since it complements verbal information by corroborating it or clarifying its content. In most conversations between human beings, there is remarkable eye contact. In children, the lack of eye contact is frequently associated with lies, distortions, and other interesting psychological facts. It can also point to autism. In public communication, very persistent eye contact can cause restlessness and nervousness in the person speaking, or the audience.

On the other hand, the look serves to interact and mark the word shifts in a conversation. Before answering a question, it is common to look away. The gaze also serves to establish the duration of the word shift. Many of the gestures and attitudes are derived from an unconscious behavior, although they are acquired in childhood and are not innate. Children gradually learn to distinguish between a mocking look, a look of surprise, and a challenging look, etc. Finally, the time for which the gaze is maintained can also help to know what the interlocutor thinks. Thus, an insecure or nervous person is unable to keep his gaze fixed on his interlocutor for a long period. Also, talking about personal issues decreases (or even causes loss of) eye contact.

The look is a basic technique of nonverbal communication in the field of communication. In this communicative field, we have studied the existence of three levels to which we can direct the gaze according to what we want to convey:

Low or Ground Level

This is when the gaze is directed to an area near the ground or on the ground. This type of look conveys feelings related to the earth in semiotic terms. Self-assimilation is typical of this level, suggesting that the sender is having an internal conversation with himself. Other feelings related to this level are disgust, anger, and sadness.

Medium or Neutral Level

This is a gaze at the level of the emitter's eye or between the ground and sky. The issuer uses this level to give a sense of truthfulness and neutrality about the information that is he emitting. It is related to the truth, sincerity, or the feeling of trust that the sender intends to generate over the receiver. It is also used to express feelings related to the upper and lower level, reinforced with the veracity of the level. It is not so much an internal conversation of the sender with itself, but rather a direct and voluntary projection of nonverbal information to the recipient.

Upper or Aerial Level

The gaze is directed to an upper point of the middle level, closer to the sky. In semiotic terms, the feelings related to this level are joy and illusion. The gaze directed to heaven has historically been related to the gaze towards a magical world of gods and superstitions. We can also relate the look to the sky as an acceptance of the issuer of a superior figure, trying to convey humility or a request for mercy.

The Analysis of Nonverbal Communication Requires at Least Three Basic Criteria

Every nonverbal behavior is inevitably associated with the whole communication of the person. Even a single gesture is interpreted as a whole, not as something isolated by the members of the interaction.

The interpretation of nonverbal movements should be made in terms of their congruence with verbal communication. Normally the emotional intention is revealed by nonverbal movements, and intuitively we can feel the incongruity between them and what we are told verbally. Nonverbal communication needs to be congruent with verbal communication and vice versa so that total communication is understandable and sincere.

The last criterion of interpretation of the meaning of nonverbal communication is the need to place each nonverbal behavior in its communicational context.

CHAPTER 3: HOW TO READ FACIAL EXPRESSIONS

Some people have just too much ego to allow their true facial expressions to be shown. When a particular matter has clearly hurt them and that they are undergoing immense pain on the inside, their big egos do not let them reveal such details. These are the kinds of people who suffer in silence, and within a couple of days you may get information that they did something more harmful—suicide for example.

There is also a category of people who hide their facial expressions, not because they want to do so, but because they just do not know how to overcome negative emotions. As negativity builds up from the inside and starts to show in the face, they devise ways to hide any negative expressions to lock you out from analyzing them. They want to look happy when, in reality, they are sad. They want you to see that they are having a good time, but in reality, there is a sickness or issue that has been stressing them for months now. We all know that negative emotions can lead to frowning, which essentially makes a person seem not so approachable or appealing. Thus, in an attempt to retain their attractiveness, they conceal any negative facial expression.

In other cases, people may hide their facial expressions just to please. These are the people who believe in the philosophy that what you do not know cannot hurt you. Their idea is that when they keep information from you, you may still have a happy life. Thus, when they speak to you, they will struggle to build a certain kind of facial expression that conveys the message that all is well while, even though this is far from the truth. Let’s say, for example, one of your best friends gets some bad news from the doctor that they have cancer and that they have only a few years with you.

They love you so much and know how devastating such news could be to you. In order to save you all the pain, they may choose to struggle with the pain on their own, believing that if you do not know about it, you will have a happy life. Whenever they speak with you, they will do their best not to let you into the inside. From their facial expressions, they will be smiling for you, while only they know the agony they are experiencing. You have the responsibility of decoding this so that you get the message they are trying to lock inside.

5 Signs Someone Is Faking Facial Expressions

1. Taking a Deep Breath

This is a technique that seems to be universal amongst all people who express untrue facial expressions. You will often see them continuously breathe in and out heavily in the midst of their explanations. This is because they know that for you to believe the facial expression they just wore to impress you, they have to appear calm. That is what the deep breathes are meant to do—take in more oxygen so that they can recollect their composure and be cool. If you do not pick up on the breathing pattern, they may succeed in the deception.

2. Putting On a Fake Smile

A smile doesn't mean someone is happy at all times. Someone who smiles and has a bubbly look on their face can win hearts and affection. As a result, many assume that with just the right smile, they will be able to hide feelings like anger or sadness. But a fake smile will always be fake. It may convince some people at first glance, but a keen individual will soon realize this smile is fake. How well you know the individual could guide you into distinguishing between the smile they just put on and their real happy smile. But even if you do not know them that well, their inability to sustain the smile will eventually prove it fake.

3. Trying Not to Support the Head

There is something about 'cooked' facial expressions that makes the head heavy. People who understand the technique of hiding facial expressions know this. Thus, they always try to make sure that their head is held up high to better deceive you. When you pick up on this, there will be occasions when they can no longer hold the head up and end up burying the face in their palms for some seconds before realizing that they may show you they are lying. Careful analysis of the struggles not to support the head could reveal to you that they are faking their facial expression.

4. Struggling to Relax the Face

A relaxed face can easily build up a deceiving facial expression. When you speak to someone, and at one moment their face is relaxed and the next moment it is not, that is a sign of a problem. This shows that they may have tried to relax it up to a certain point when they could do it no more. There is something here; take a deep look at their face, and you shall see the truth.

5. Silent Lip Movements

To become calm, some people speak to themselves. They may say something like, “Calm down, you can do this. Just stay cool.” If you are not careful, they may actually succeed in being calm and creating a falsified facial expression. Through a keen look at the lip movements, you may tell that the person has more things that they are hiding under their facial expressions.

Monitor Body Language

Communication is a combination of tonal variation, body language, and spoken words. Of these three, body language is the most important element that determines how the message is passed across. To get the message, you need to embrace body language from a neutral perspective. Don't anticipate anything. In an attempt to analyze someone, you might go overboard and overthink the message.

It is advisable that you relax, observe, and allow your subject to express themselves comfortably and freely. Allow your subject the same freedom of expression that you need to interact with them and understand them well.

There are a few things you need to pay attention to that can help you analyze their actions and body language and decipher the message in their communication better. Here are some of the things you should look at:

Posture

To analyze someone, you must take note of on their posture. There are subtle messages you can identify from someone's posture, like confidence, self-esteem, and ego. These have an effect on the message passed across or the inferences drawn from the message.

Appearance

Appearance matters when communicating with someone. It can influence your perception of the recipient or their message. Many people will assume someone is deeply spiritual if they show up in Buddhist attire, casual if they have a T-shirt and jeans on, and professional if they are in a power suit. By their clothing and appearance, you are already biased about their personality, hence the message you expect from them.

Motion

Physical movements can also influence the way you analyze someone. Some of the things you should focus on are subtle, but they can tell you so

much. Someone who feels under pressure can pick their cuticles or bite their lips in a bid to ease the situation or to overcome an awkward moment.

This might not apply all the time, but in most cases, when someone is not forthcoming about something, they tend to put their hands behind their back, on their lap or in their pocket.

Anger, defensiveness, or need for self-preservation is portrayed when someone folds their arms and legs. Look keenly, and you might also notice that people tend to lean toward those they feel more comfortable with or those they like and further away from their foes. It is amazing how such simple reactions can tell you so much about someone even without them uttering a word.

Facial Expressions

While it is easy to hold back from saying something, it is not easy to hide facial expressions. Facial expressions can also tell you a lot about someone’s reaction. Someone who is overthinking a situation or worried might have deep frown lines. Contempt and anger are associated with pursed lips. The same can also be expected of a bitter person. In a tense moment, many people will grind their teeth or clench their jaws.

Emotional Attunement

Ever heard someone say you give off positive or negative vibes? This is true. Emotions express your energy about someone or something. When you are around them, you feel either good or bad. Some people drain your energy while others make you feel vibrant. The energy might be invisible, but it has a profound impact on your perception of someone, which also affects the way you analyze them.

To sense someone’s energy, notice how you feel when talking to them. Do you feel comfortable in their presence, or do you want to back off? Look at their eyes. You can tell whether someone is angry or content by looking at their eyes when they speak to you.

Another feature you should look at is the tonal variation. From someone’s tone, you can tell whether they are annoyed or happy. You can also tell how their mood changes from their tone.

Intuitive Approach

Intuition is about gut feeling. This goes beyond the spoken word and body language. Intuition rises above everything you might have read or heard about someone. It is about what you feel about them the moment you meet them.

During your first meeting with someone, how easy are you around them? Gut feeling is a primal method your body uses to determine whether you can trust someone or not. After your gut feeling, think about whether you got goosebumps. Goosebumps represent striking a chord with someone or a sign that you resonate with someone who inspires you even if you have never met them before.

CHAPTER 4: THE EYES

The eyes are said to be the windows to our soul and our thoughts. There is so much that you can tell just by looking at a person’s eyes and the various movements that they make.

To Be a Stellar Analyzer, Follow the Steps Below

1. Establish Your Reason for Wanting to Analyze Someone

Do you want to know whether they are lying to you or are you trying to validate their authenticity? It doesn't matter if you are dealing with a stranger or not. The rules are the same.

2. Baseline the Eyes

The baseline process involves establishing how a person's eyes behave in a normal and non-threatening situation. Do this by asking about casual and neutral topics such as what they think about the weather, what they would like to drink, as well as movie and hobby preferences. The baselining questions should be no-brainers and something that nobody would really lie about. Take note of how the eyes behave as you are having this talk, and you have your baseline.

3. Look for Any Signs of Eye Deviation from the Baseline

For instance, if you are on a first date, keep tabs on the conversations and topics that make the other party's eyes deviate from the baseline. These are potential red-flags, and you may want to dig a little deeper. Psychologists and the FBI use this tactic all the time, and they are able to establish which questions they need to dig deeper on.

Baseline deviations can take the form of:

Eye blocking. Eye blocking often happens when a person feels threatened, or when they are repulsed by something they see or hear. This is an indication of a very uncomfortable situation, mostly due to disbelief or innate disagreement. Some people display eye blocking by rapid blinking while others take to rubbing the eyes. Learning to read eye blocking can help you realize when you have repulsed people, enabling you to make it up or change the topic immediately.

Many years ago, I was out on a date with a person that I really liked and felt an instant chemistry with. As we got to know each other, I said something demeaning about people who opted for a divorce rather than staying and fighting for their marriage. I was trying to come off as a keeper, and I missed his sudden change of demeanor, which involved a lot of eye rubbing. Turns out he had married young and had already been divorced once. Needless to say, we never went out for a second date. If I had known what I know now, I could have potentially saved the situation.

Squinting. People will often squint if they do not like you or something that you are saying. This behavior is similar to eye-blocking, and you should address it quickly or clarify whatever it is that you have said before it gets worse.

Eye positions. Understanding eye positions is immensely important in the analysis process, and it will tell you a lot with minimum effort.

You can analyze these eye movements when doing cross-examinations, interviews, or generally when a person is talking to you. From this analysis, you can tell whether a person is lying to you or not.

Right eye movements are associated with truth, while left eye movements are associated with lies/making things up. You must realize that human beings will always have a strong desire to be liked and accepted, and sometimes creating a façade of who they want to be seems like the best option. Regardless of the content through which you are analyzing a person, knowing this technique will help you know who you are really dealing with.

When a person is talking about a past event, they often rely on stored memories that they can vividly remember and describe. The memories are said to be on the left side of the brain, and that is why eye movements are to their upper left (your right if you are directly facing them). However, if a person is just being deceptive and has to come up with a fake story, the eyes will shift to your left. The same applies when they are talking about remembered sounds such as conversations they claim to have had in the past.

When a person is having an internal dialogue/debate, they will most likely glance toward the lower left. However, remembering a feeling will have them glancing toward the lower right

Movement of the eyes is considered to be one of the most accurate methods of analyzing a person/situation, although it is not fool proof. You have to pay very close attention to the movements and put them in the context of the discussion to avoid making wrong judgments. In most cases, you have to associate the movement with the exact word or sentence that a person is saying. Consider the following scenario:

A person may be telling the truth about an incident and add bits of lies in between. For example, a statement like “I graduated in business and commerce from Harvard University” may have two parts. It may be true that indeed the person graduated in business and commerce, with the only exception being that they did not attend Harvard. If you are keen enough, you may notice the sudden shift in eye movements which will be red flags. If you are not sure about what you have observed, it is prudent to ask to follow-up questions. For example, you can ask the person to tell you all about Harvard and what their experience was in the institution. Such a question requires a lengthy answer, and you will be able to observe eye movements much more accurately at this point.

Sideway Glances. When a person is giving sideways glances, it is often an indication that they are uncertain, and often an indication of nervousness. You may want to ask to follow-up questions since this may be a sign of deception. Again, it really depends on the context of the conversation since most people are prone to making sideways glances when they are withholding certain information. Maybe they just don’t trust you.

In most cases, you will only make credible inferences when you understand what all the eye movements mean and connect them to the context of the conversation. Remember, if you are not sure, the best thing to do is to ask more follow-up questions and analyze more signs.

CHAPTER 5: THE MOUTH

Nonverbal Behavior of the Lips

Lip Compression

Have you ever watched the recordings of someone testifying before a judge or Congress? You will likely notice an eerie similarity in the way the person's lips seem to disappear during those moments. When we are faced with stress, we often make our lips disappear unconsciously as a way of shutting ourselves off from the world. Lip compression is a vivid sign that the person is troubled or something has gone wrong.

Mind you, this behavior doesn't necessarily show deception. Sometimes, when the person is in a high level of discomfort, the corners of the lips might turn downward. You should also know that it is hard, perhaps impossible, to fake this gesture.

The Lip Purse

When people disagree with what you are saying, they are likely to purse their lips. It could also mean that they are either considering what is being said or searching for an alternative to your offer. Knowing this gesture will help you to modify and present your case.

To know if the lip-purse gesture stems from disagreement or the person searching for an alternative option, you need to consider the ongoing conversation to pick additional cues. The lip purse is rarely faked, and you should give it special attention when you notice it in those you are interacting with.

Tongue Display

There are numerous tongue signals that can give you an insight into what people are feeling. For instance, people's lips become dry when they are stressed, and they tend to moisten their lips by licking them. Also, people tend to run their tongue across their lips as a way to calm themselves during discomfort. It is also common to see people stick out their tongues at someone they feel like antagonizing. It is usually a sign of insecurity when people lick their lips while pondering their options.

Let's examine the tongue-jutting behavior that occurs in various contexts. This is a universal gesture that you will observe anywhere in the world.

I'm sure you are trying to conjure up a mental image of this gesture. Don't worry if you can't since you will get a clear picture as we proceed. The tongue-jutting gesture is seen in interviews, restaurants, meetings, and even in gambling rooms. It is often done at the conclusion of a deal or when you think you have the upper hand in a transaction. The gesture has several meanings. For instance, it translates to "I got caught again," gleeful excitement, "I did something foolish," or "I'm naughty."

In business discussions, you often see the tongue-jutting behavior when one person feels he has gotten away with something. So, if you see this expression, ask yourself what could have triggered it. Perhaps you have been cheated or fooled.

Smiles and Laughter: The World’s Most Irresistible Gestures

Children are often told by their parents to put a big smile on their face when their cousins come over for Christmas. We also learn the art of faking laughter to cover up embarrassing moments. We have integrated so many gestures into our daily routine that help us navigate different situations.

Smiles have the ability to evoke positive emotions at an intuitive level. It’s a common tool used to disarm people.

When we probe deeper into the significance of such smiles, we often find a whole different type of meaning. You need to know that the zygomaticus muscle, which is responsible for the smile gesture, can be consciously controlled. Smiles can be faked!

How to Differentiate Between Real and Fake Smiles

To an person inexperienced in reading body language, it’s difficult to differentiate between a real and fake smile. One of the major reasons for this is that when a person smiles, our defense usually comes down, and this makes us powerless in telling the difference between a real and fake smile. So how can we tell the difference in order not to fall prey to those who would manipulate us through the smile?

There is another muscle referred to as the orbicularis oculi, which controls the corners of the eye. It acts independently and reveals the sincerity of a real smile. So, the first place to check a real smile is to look at the wrinkles in the corner of the eye. A sincere smile creates wrinkle lines at the corner of the eye, while a fake smile involves just the widening of the lips.

The Smile Leniency Concept

The smile leniency concept is a tool used by people, especially transgressors, to disarm dangerous situations. According to Dale Carnegie, the author of *How to Win Friends and Influence People*, people believe that smiling can not only help you win friends but also influence people.

For example, applicants smile more in a job interview to boost their chances of getting the job. People smile more when they are trying to get others' approval.

The smile-leniency effect, when applied by transgressors in a court of law, can result in a less severe sentence since the transgressor is more likely to come across as likable and nonthreatening. So why does this effect have such an impact on others?

This concept is a sign of deference, apology, and submissiveness, all rolled into a charming smile. People who don't want to seem weak or submissive often move around without a smile in a bid to look grumpy and aggressive.

Five Common Types of Smiles

While it's easy to detect a fake smile, we often have difficulty deciphering the types of smiles that we come across every day. Let's take a look at the five basic types of smiles:

Tight-Lipped Smile

This is the type of smile you put on when you have something to hide. In this gesture, the lips are stretched tight against the face without showing the teeth. This gesture is a favorite of women, and it shows they have a contrary opinion that they'd rather not say.

Interestingly, other women are quick to detect these signals, while men often remain oblivious to them. For instance, a woman might say another woman is capable and strong while maintaining a tight-lipped smile. She secretly harbors thoughts that the other woman is bitchy and controlling.

You will also observe this gesture in successful businessmen who look as if they hold the key to success but aren't willing to divulge it. Conversely, some successful businessmen like Richard Branson walk around with a wide toothy grin and are glad to explain the secret of their successes because they know most people won't attempt it.

Twisted Smile

This gesture reveals only one thing—sarcasm. This is a smile used to show contrasting emotions on the face. For instance, the left cheek, left zygomaticus muscles, and the left side of the eyebrows might be pulled up by the right side of the brain to form a smile while the muscles of the right side of the face are pulled downward by the left side of the brain.

What we have here is a contrasting emotion on each side of the face—i.e., one side of the brain features a cheesy grin while the other part forms a

smile. This gesture is usually accurate, and it’s a good indication that the other person is using sarcasm against you.

The Drop-Jaw Smile

The drop-jaw smile is a feigned gesture meant to boost happy reactions in people. You often see this gesture on Bill Clinton and the Joker in *Batman*. It is a practiced gesture that involves dropping the lower jaw to give an impression of laughter or playfulness.

Sideways-Looking-Up Smile

This coy smile gesture has been known to generate widespread empathy for women, especially from men, since it evokes their parental nature to protect and care for females.

This involves slightly turning the head downwards and away while looking up with a tight-lipped smile. This gesture creates a smile effect that looks secretive, coy, and juvenile.

People like the late Princess Diana were able to use this gesture effectively to captivate the hearts of those around her. It’s an important courtship gesture used by women to attract men. It is analyzed as a seductive and “come on” gesture. Interestingly, this same smile is used by Princess Diana’s son, Prince William, which not only reminds people of Diana but also melts their hearts.

What to Do When There Are Mixed Signals

Sometimes we don’t say what we are thinking, but the face betrays our innermost thoughts. For instance, someone who’s consistently looking at the nearest exit while walking with you is giving you clues that he would rather be somewhere else. I call these ‘intention cues.’

Other times, we say something and believe otherwise. This brings us to a general rule about observing and analyzing words and emotions by looking at the facial expressions. Whenever you are confronted with mixed signals from the face (such as anxiety signals along with happiness clues, displeasure displays alongside pleasure behavior) or if the nonverbal facial behavior is not in coherence with the verbal statement, always pick the negative emotion as the more honest and accurate of the two.

In this case, the negative sentiment is the more genuine and accurate of the person’s emotions and feelings. You might wonder, “Why side with the negative emotions?” The answer lies in the fact that our immediate reaction to an objectionable situation is always accurate, and we quickly attempt to mask it with some socially acceptable behavior. So, when confronted with mixed signals, rely more on the negative emotion, especially if it’s the first.

Here’s a tip before we move on—it is possible for you to be confused about the significance of a person’s facial expression. When you find yourself in this situation, try to copy the facial expression and see how it makes you feel.

And don’t bank all your judgments on the facial expression alone since it can mislead. Rather, look for clusters of the body language and assess it in the context of the person’s circumstance and environment.

CHAPTER 6: INTERPRETING BODY GESTURES

There are actually two ways to deliver a message when you are engaged in a conversation. Of course, the usual way is simply by talking; however, there is another way that is also as effective but is often overlooked, and that is through the use of gestures. Gestures as small acts that you do while you talk. By learning how to read gestures, it is even possible to say whether the person you are talking to is lying or not. Gestures may also reveal the current mental and emotional state of a person. As they say, “actions speak louder than words.” Indeed, if you want to master the art of manipulation, then learning how to use, as well as read, gestures are very important.

Take note that a gesture is not limited to the movements of the hand or crossing of the arms. It can also involve such small and often neglected movements with the eyes. If you want to stress something strongly, it is suggested that you say it while looking directly into a person’s eyes. Also, leaning slightly forward while placing your hand on your chin and nodding your head shows that you are eagerly listening to the other person as he talks. Snapping your fingers is also often used to show that you have just realized something. As you can see, there are so many gestures that you can do. Gestures add more energy and give more expression, which makes the conversation more interesting.

Learning how to interpret gestures is also important. Again, the key to manipulating a subject is having a good understanding of your subject. The crossing of the arms and/or legs usually shows a defensive posture. It may show that the other person is not being open and relaxed. Covering one’s mouth, as well as touching the ear, may mean the person is lying. If you

want to know what a certain gesture means, a good piece of advice is to do the gesture yourself and be open to how it makes you feel.

Of course, there is always the possibility for gestures to be interpreted in a different way. For example, just because a person rubs his nose as he tells you something does not always mean that he is lying to you. However, although gestures may be hard to decode at times, they will allow you to have a better insight and understanding of a person.

What if the person you are talking to does not use gestures? Indeed, you cannot compel someone to express themselves with gestures as they talk. Also, to be real and authentic, gestures must come naturally. Most of the time, when a person remains calm and still, it is a sign that you need to do more to penetrate his defenses. Once you are able to get into his mind, he will be more open, and will naturally use gestures as he talks to you. To do this, simply make him more relaxed and encourage openness.

CHAPTER 7: POSTURE

The same way you train a dog to listen to your body language and cues, you can train a human being to follow you without question. The first step to control those around you lies in analyzing them, however, which is why this will discuss how to analyze people based on their body language.

Positive Body Language

There is a chance that you or someone you are observing is feeling insecure and trying to mask it. However, if you are not dealing with a melancholic personality, you might be dealing with a choleric personality. Everyone has heard the phrase “fake it until you make it.” This is the dogma of the choleric personality type. Whether they were cut out for something or not, they will not give up easily.

If you are confronting this type of personality, the mere act of uncrossing your arms or legs should give you a little confidence. Add to that a genuine smile for the next person that you encounter and watch as they lighten up a bit in response. It might take a little practice, but this type of body language gives you control of the situation.

Understanding Eye Contact: This one can be tricky as it is easy to misinterpret, but long eye contact is almost always meaningful in some way, shape, or form. If a person can look at you without looking away for more than a few seconds, then usually they are confident around you and are likely to be genuine. This is likely to be your phlegmatic personality type; one who is displaying a little bit of awkward shyness. They will notice you scanning the room, but do not count on them calling you out on this.

Typically, eye contact can make you look interested and says a lot about the person you are dealing with. If you find yourself being stared at by a person, you are likely dealing with a sanguine personality. This personality type is an observer and tends to be the sincerest of the four. Looking people in the eye is their way of proving those qualities.

Depending on the situation, you might look down and away out of shyness. When people are shy, they are deemed innocent. Phlegmatic personalities are really good at this as well. You want to seem innocent, no matter what your intentions are, and the best choice for drawing other people in is to keep them interested. Since you want people to trust you, you have to get close enough to analyze what type of personality you are dealing with.

If the other party looks away and down, and then back up at you, take advantage of this opportunity to consider them more closely. This is a sign of vulnerability which means they trust you, so you are free to do with that trust what you may. This is often a good time to ask them about themselves or offer something personal to break the ice. Compliments are always a good choice as it is hard to dislike someone who has recently paid you a compliment.

Smile: The most important asset anyone has is their smile. If you are walking down the street and someone gives you a genuine smile, it can change your day. That is the power you want to carry around with you. This is the gift of most sanguine personality types. They are cheerful on the outside and can easily make people laugh. Faking a smile is hard. The truth of any smile lies in the eyes. Pay careful attention to the lines that form when the cheeks rise as the evidence of a genuine smile.

If you ask someone to do something and they decline, smile anyway; they will feel bad for saying no. Depending on their reaction, you could say it again in a different way and in a cartoonish voice (humor), and follow up with a serious voice. Ask for the favor again by adding another smile. This is best used in social situations and is to be avoided at work, unless you are super cool with your co-workers or if you are sure you are dealing with a sanguine personality.

If your co-worker or boss displays a dislike for emotions or seems impatient, you could be dealing with a choleric personality. You will need to make it seem like they are the leader. You’re pushing boundaries, but you don’t want anyone to recognize this game. No matter how it ends, do not give too much of a reaction. If you are too happy, it could kill the vibe. The same is true if you are too upset; just smile. You will not be able to change your own personality type as the theory is that you were born that way. However, by knowing more about yourself, you can control the display or even master your weaknesses to have influence or get close enough to other people that you may sincerely analyze them.

Negative Personality Cues

Now that you have a basic understanding of positive body language, let us take the opportunity to dig into the negative cues often given by different personality types. Sometimes even the most trustworthy and genuine people can give off signals of distress through body cues, so it is important to take them with a grain of salt to avoid being misled.

If you find someone who is trying to discourage you, or they are judging you, it is likely that their personality is phlegmatic. If the negativity you are picking up on is coming from someone who is demanding attention or seems phony, you are amidst a sanguine personality type. You want to recognize the difference and how to respond to either situation to achieve a goal, whether that is to cheer someone up so you can enjoy their company, or perhaps get away from someone who seeks to destroy your aura. Either way, practice makes perfect, and observing takes a lot of it.

Personal space: If someone moves away from you, this is often a sign that they believe you either did something wrong or you represent something negative to them.

This mentality applies to all four personality types. It hurts to feel rejected. Instead of feeling sorry for yourself, move back into their realm if you want to change the vibe.

Body Language and Posture

Posture and general movement can also express a great deal of information. Our knowledge of body language has developed considerably since prehistoric days, however, well-known media have concentrated on the over-interpretation of protective postures, arm, and leg crossing. While these nonverbal acts can show thoughts and attitudes, studies indicate that body language is far more restrained and less perfect than previously believed.

Personal Space

Individuals often refer to the need for personal space, which is a vital element of nonverbal communication. The level of space people need and the level of space people tend to perceive as belonging to them are swayed by several factors comprising social models, intellectual potential, situational aspects, personality distinctiveness, and level of knowledge. For instance, the amount of individual space required when having an informal talk with another person frequently varies from one to four feet. On the contrary, the individual distance required when talking to a group of people is approximately eight to twelve feet.

Eye Gaze

The human eyes play an important role in nonverbal communication, and such aspects as staring, looking, and blinking are considered significant nonverbal acts.

When people meet someone or something that they adore, the pace of blinking goes up and pupils enlarge. On the other hand, staring at another individual may show a variety of emotions including hostility, concern, and desirability.

People use eye gaze as a way to conclude if someone is being sincere. Fixed eye contact is frequently taken as an indication that someone is telling the truth and is dependable. Deceitful eyes and failure to maintain eye contact is often a pointer that somebody is being dishonest or misleading.

Haptics

Communicating via touch is another essential element of nonverbal conduct. There have been considerable amounts of study on the significance of touch in childhood and infancy. For instance, a baby raised by a negligent mother experiences a lasting deficit in conduct and social relations. Touch is used to communicate love, awareness, compassion, and other related emotions.

Touch is also used to communicate both position and authority. Researchers have established that high-status persons tend to attack other people's individual space with superior rate and strength than lower-status persons. Gender differences also play a part in how individuals use touch to bring out the intended meaning.

Appearance

People’s preference of color, outfits, hairstyles, and other aspects affecting appearance are also regarded as a method of nonverbal communication. Research has confirmed that diverse colors might suggest different personal moods. In addition, appearance might also change physiological responses, judgments, and understanding. Think about all the judgments people rapidly make about somebody based on their look. These initial impressions are vital, that is why specialists propose that work seekers dress properly for interviews with prospective employers.

Researchers have also established that appearance plays a part in how individuals are viewed and even how much money they make. For example, a study established that attorneys who were perceived as more attractive than their workmates earned more than those viewed as less good-looking. Culture also has a significant sway on how appearances are viewed. While slenderness tends to be respected in Western cultures, a number of African cultures associate full-figured people with superior health, prosperity, and social class.

Objects

Items and images are also as tools that can be deployed to communicate nonverbally. On an online discussion, for instance, people might pick an avatar to symbolize their distinctiveness and to share information concerning who they are and the things they adore. People frequently spend a huge amount of time creating a particular picture and surrounding themselves with items intended to transmit information regarding the things that are important to them. Uniforms, for instance, may be applied to convey a marvelous amount of information regarding an individual. A warrior puts on fatigues, a police officer dresses in uniform, and a physician wears in a white lab coat. A simple glance at this attire tells everybody what an individual does as an occupation.

CHAPTER 8: BREATHING

There are different ways you can read someone's body language. It can be read by their leg and arm movements, facial expressions, eye contact, or smiles. But do you realize that how a person breathes has meaning too?

Emotions and how you breathe are connected. If a person's emotions change, the way they breathe might be affected. See if you can notice breathing patterns in your family, friends, coworkers, or significant other.

- **Deep Breathing Might Indicate Excitement, Attraction, Anger, Fear, or Love.** Deep breathing is the easiest pattern to notice. If somebody suddenly starts to hold their breath, they might be feeling a little scared. If someone takes a deep breath and then shouts, they could be angry. People who are experiencing shock might suck in a deep breath. They might also take in a deep breath and hold it for a few seconds. If their eyes start to glow, this might indicate that they are surprised or excited. A person might start to breathe deeply if they feel an attraction toward another person. You may notice someone take a deep breath in, suck in their stomach, and push their chest out to try and impress somebody they are attracted to.
- **Sighing Might Signal Hopelessness, Sadness, or Relief.** When you sigh, you are letting out a deep, long breath that you can hear. Somebody might sigh if they are feeling relieved after a struggle has passed. They are thankful that their struggle is over. A sign might show sadness or hopelessness, like somebody who is waiting for a date to show up. It could also show tiredness and disappointment.
- **Rapid, Heavy Breathing Might Show Fear and Tiredness.** You may have just seen a person rob a place, and the police are chasing them. You notice they are breathing rapidly. This is because their

> lungs need more oxygen since they are exerting so much energy. After all, they are running. Their bodies feel tired, and their lungs are trying their best to keep up. We feel the same effects when we feel scared. This happens when we experience fear; our lungs need more oxygen, so we begin to breathe faster. You can easily see when somebody has been scared or running by noticing the way they are breathing.

Another interesting fact about breath is that smells can influence breathing. Any odors that are tied to emotions can change a person's respiration rate. Several studies have shown that the body will respond to bad and good smells by breathing differently. If you were to smell something rotten, you would end up breathing in a shallow and rapid manner. But, if, instead, you smelled baking bread and roses, your breath would be slow and long. The really interesting part of this is that the breathing rate will change before the brain has ever been able to consciously register if the smell is good or bad.

According to *Scientific American*, smells are extremely associative. We started learning about these different smells in the womb, and then during our lives, our brains learn to refine our views of emotional rewards, pleasures, and threats that are contained within a certain odor. If a person breathes deeply, they feel that something is safe, creating a pleasurable emotional state. If you notice a person's breathing rate suddenly changes, let your sense of smell catch up first. It could be that they have gotten a whiff of something they either like or dislike.

The interesting thing is that while we can learn how people feel based on how they are breathing, the way a person breathes can also affect their emotions. In a 2006 study published in *Behavior Response & Therapy*, they discovered that undergraduates who practiced slow breathing exercises for 15 minutes had a more positive and balanced emotional response afterward than the group faced with 15 minutes of unfocused worrying and attention.

And it doesn't even have to do with just being calm. French scientist Pierre Phillipot asked some study participants to identify the pattern of breath that

they connected with certain emotions such as sadness and joy. He then asked a separate group of people to breathe in a certain manner, and probed their emotions. The results were amazing. If the subjects were told to breathe in a particular manner, even if they were unaware of it, they felt the associated emotion, apparently out of nowhere.

I want to share one more way you can use a person’s breath to tell how they feel. This is something that you can’t readily do, but it is still interesting.

A new idea that is being studied is that what you exhale also plays a role in emotional response. Chemically analyzed exhalations can be used to determine how a person felt. An article from *Science News* claims the air's chemical makeup within a soccer stadium varies when people begin cheering, and the same is true in movie theaters. They studied 9500 people as they watched 16 different films that ranged from rom-coms to horrors, and then studied the air composition of the room to see if it changed during certain scenes that were rather emotional in one way or the other.

The crazy thing is that it did. In suspenseful moments, there were more CO2 and isoprenes in the air, which are chemicals associated with muscles tensing. Every type of emotion came with its distinct chemical makeup.

Facial Microexpressions

Learning to decode facial expressions is similar to having superpowers. The face, with all its subtle expressions, which are called microexpressions, could be a window into a person’s soul. Knowing how to read them can help you to understand a lot about how someone is feeling.

Methods of Nonverbal Analysis

To perform any nonverbal behavior analysis, you have to use techniques that can help you describe the behavior in a way it can be trusted. Scientific analysis helps you:

- To identify a person’s weaknesses and strengths during normal relations.
- To expose lies by using a combination of facial and verbal expressions.
- To anticipate a person’s behavior.
- To identify another person’s state of mind and emotions.

It doesn’t take long to learn these techniques with an interactive and focused program based on specific exercises.

Scientific Based

The first text about emotional expressions was written by French neurologist, Guillaume Benjamin Amand Duchenne de Boulogne. This text was written in 1862 and demonstrated the method of using electrodes on the facial muscles to establish their relationship between the facial muscles' movements and the subsequent emotional expression. To honor him, a true, authentic smile can sometimes be called the Duchenne smile.

Charles Darwin wrote the *Expressions of the Emotions in Man and Animals* in 1872. In this, he says that emotions are just another evolutionary product and are inherited. Body and facial expressions go hand in hand with emotions and look to be the same in people who live in different parts of the world, and in other animals and primates. Darwin’s studies didn’t continue after he died because of the scientific community's hostility toward his theories. He was criticized for saying animals have emotions. According to his critics, only humans can feel things. His methods were based on observations rather than science.

This concept of emotional expressions being universal was furthered in the late 1950s. Researchers like Birdwhistell, Izard, Ekman, Ellsworth, and Friesen tried to validate Darwin's theory. They worked together to develop a set of theories, tests, and methods that created the "Facial Expression Program." They believed emotional expressions and emotional experiences come from a specific number of inherited neurological programs. We know now that there are specific paths for every emotion that causes a facial expression associated with that particular emotion. According to the Theory of Evolution, emotions have adaptive functions that let a human react through immediate responses to various stimuli for survival.

There Are Two Groups of Nonverbal Techniques

- Decoding technique: This interprets and will give meaning to movements.
- Coding technique: This describes the body and facial movements.

Facial Expression Techniques

- **ISFE or Interpretative System of Facial Expressions**

Jasna Legisa developed this in the NeuroComScience laboratory in 2013. It is a table of what facial movements mean. It comprises a set of descriptions and tables that order and integrate facial expressions according to the emotions they are related to. This information was taken from existing literature and previous systems about this subject.

Other than secondary and primary emotional expressions, other facial signs get described as regulators, illustrators, and manipulators. According to Ekman, Izard, and Hjorstjo, emotional expressions get grouped into "big families." These "families" include many facial expressions that, even though they mean slightly different things, get united because they receive the same emotional range. Within the "surprise" family, you will have an annoying surprise, fake surprise, real surprise, awe, and many more.

Primary emotional movements get put into three categories:

- The first category includes muscular movements that belong to specific emotions.
- The second category includes movements that might belong to primary emotions.
- The third category includes minor variations to emotions that could be part of many emotional families.

These categorizations make the interpretation and accuracy of the whole analysis.

- **Mimicking Language and Man's Face or the Hjorstjo Method**

In 1969, an anatomy professor at Lund University located in Sweden, Hjorstjo, tried to systematically categorize certain facial movements with their meanings into eight emotional families. His handbook reports the decoding and coding of facial expressions, so it is possible to determine the facial muscle contractions either in combination or by themselves.

- **MAX or Maximally Discriminative Coding System**

This system gives meaning to the facial movements instead of just describing them. Izard developed MAX in 1979. In 1983, he worked with Hembree and Dougherty to create an advanced version of MAX that was named AFFEX. The created facial configurations based on regular expressions of emotions like shame, disgust, pain, surprise, happiness, interest, fear, sadness, and anger. Basically, every emotion and expression gets classified.

- **EMACS or Emotional Facial Action Coding System**

Friesen and Ekman worked to describe the expressions of six emotional families: fear, surprise, anger, disgust, sadness, and happiness. Hager has been working at Ekman's laboratory since 1994, studying facial expressions by using a computer to identify their techniques. This database created the FACSAID or FACS Affect Interpretation Dictionary system.

- **Hanes**

During the same year that the first version of FACS was published, the *Hanest Manual* was also published. The *Hanest Manual* was created by Gergerian and Emiane, who are two French scientists. It has the same goal as FACS – to describe facial movements.

- **FACS or Facial Action Coding System**

In 1978, Vincent W. Friesen and Paul Ekman introduced FACS, or the Facial Action Coding System. In 2002, while working with Hager, they release another version.

- **BabyFACS or Baby Facial Action Coding System**

The same structure that is used for adults can be used for small children and babies. In 1993, Oster looked at babies' facial expressions and changed up the descriptions as needed. These are only descriptive and don't give any meaning to the emotions.

CHAPTER 9: THE HANDS

We all talk with our hands often. For some people, the gesturing matches their message well. Some people do not deploy hand gestures, while others overuse hand gestures. Most hand gestures are universal. A person that does not use hand gestures may be seen as indifferent. For this reason, the audience may feel that one does not care about what the speaker is talking about. If your hands are hidden, then the audience will find it difficult to trust you. If one's hands are open and the palms wide enough, then the individual is communicating that he or she is being honest and open.

Randomly throwing hands in the air while talking may suggest that one is anxious or panicking. Extreme anger will also make one throw their hands up in an uncoordinated manner. For further understanding, take time and watch movie characters quarreling, and you will note that most people being accused of something will throw their hands in the air randomly. It is something that they have little control over because most body language happens at the subconscious level of the mind. Randomly throwing hands in the air indicates that one is overwhelmed with emotions or has given up defending their position in the argument and left the argument to the individual that started it.

Additionally, one may point at an object or a person. Pointing as a gesture helps the focus of the speaker and the audience. During your school days, you probably saw your teacher point in a particular direction without speaking until the students that were talking had to stop. As such, pointing at particular students drew the attention of the entire class to their direction, making them become the center of attention, and they had to do a quick self-evaluation and stop talking.

Furthermore, pointing while waving the index finger indicates a warning. When one points the index finger at someone and waves it up and down, then you are denoting a stern warning and judgment to the individual. It is the equivalent of saying, "this is the last warning." Your parent or teacher may have had a point and wave gesture to signal a warning that what you are doing was wrong and that you should stop. The finger signal singles out the individual and reduces the focus to just that one aspect of behavior that the speaker wants the target person to understand.

Relatedly, if one spreads all the fingers and holds them together against those of the opposite hand, it indicates strong personal reflection such as when praying or remembering a departed soul. The same gesture can be used when one is focusing the mind during meditation or yoga. The holding of each of your fingers against their peers of the other hand may also indicate feeling humble and thankful for everything. For instance, followers of the Catholic faith frequently use this gesture when praying. The gesture shows humility and thankfulness.

Sometimes one may tap on the head once or continuously. This indicates the individual is thinking hard or trying hard to recall something. Children often tap their heads once or continuously using one finger or the entire palm to signal attempts to recall something. The gesture is the equivalent of saying, "Come on, what was it?" or "Come on, what was the name again?"

Similarly, a fully raised palm with fingers spread may indicate that one should stop. When stopping a vehicle on the roadside, one raises one of their palms high. The same is true in the sporting environment where raising one palm commonly communicates that play should stop.

If one claps the palms together, it may indicate applauding the message or the speaker. When the speaker is done speaking, the audience may clap to mark appreciation of the message or of both the message and the speaker. However, when the hands are spontaneously and violently clapped, it is a message that the audience should stop because what they are doing is unethical or irritating. At home, one of your parents probably clapped their

hands suddenly and violently to make you stop as well as draw attention to their presence, especially when you were playing loudly around the house.

Relatedly, if one interlocks the hands, this gesture indicates that one is attentive but uneasy. During an interview, meeting, or a class session, the audience is likely to interlock their fingers and fold them. In a way, the interlocking of the fingers is supposed to offer some form of assurance to the affected person that he or she is safe. One is likely to also use this gesture when he or she is mentioned negatively. Think of how you reacted when you were mentioned among noisemakers or workers having challenges following the rules of the company. Most probably, you interlocked your fingers.

Additionally, if one is feeling shy or uncertain, they are also likely to interlock their fingers and raise them when speaking. The gesture in this context appears as a sort of prop for the affected individual, enabling them to navigate the anxiety. The gesture in this context is not just about communicating the physiological status of the affected person but as a coping mechanism.

If one raises both hands behind the head and interlocks the fingers, then it is to act as a cushion for the head. The gesture is used to indicate that one is feeling casual, tired, or simply not tasked by the current conversation. The gesture may also indicate that the individual is feeling tired by the conversation or the activity. Think of how you react when feeling exhausted when talking to a friend or after watching a movie. You probably raised both of your hands behind the head and interlocked the fingers to act as a headrest. In most cases, when one invokes this gesture, the individual is likely to let the mind wander to escape the current conversation.

Correspondingly, there is the gesture where one lets one of their palms to brush down their face. The gesture is used to signal deeper thinking, processing new contradictory information, or accepting humiliation in front of the audience. The gesture suggests surrender. It indicates yielding to

inner thoughts or views from the audience that one may have initially opposed.

To indicate rejection or strong disagreement, both hands with palms wide are waved in an alternating manner to create the letter X. In class, you probably drew the letter X using both hands to indicate that you disagreed with or rejected what was being proposed. As a kid, you probably drew letter X to signal that you would not follow instructions. The sign also indicates retreat to your inner world to avoid listening to or watching the speaker.

CHAPTER 10: THE CHEST AND SHOULDERS

While many people focus on facial expressions when making a judgment, the shoulders also play a certain role when it comes to body language.

Hunched Shoulders

When a person has hunched shoulders, usually with the arms crossed or tight and holding the body, it can mean they are feeling cold. It might also mean that the person is aloof.

Shoulders Curved Forward

When a person has curved their shoulders forward, you need to read something along the lines of them being defensive.

This usually happens when a person feels threatened.

Shoulders Pushed Back

Pushing the shoulders backward forces the chest to come out, which then exposes the torso.

This can be used to taunt you, showing power.

Shrug

The classic shrug usually means negation, and might be accompanied by other body movements, especially facial expressions.

The movement of the shoulder might not be much; it might be just a slight raising of the arms that you barely notice.

Shrugging usually indicates a sense of uncertainty or lack of understanding. Shrugging might show lying when it is more prolonged. You need to understand the context in which the shrug is being used to make a decision on whether it is positive or negative.

Clothes and Jewelry

Discussions around body language are often biased toward features like genuine smiles, pupil dilation, and crossed arms and legs. Most people ignore the importance of appearance and clothing. How you dress tells someone a lot about you and your perspective of them. If you are attending an event, your attire tells your audience what you think of the event or how seriously you take it.

On its own, appearance might not mean much to an audience. However, it sets the tone for everything else you might say. If your appearance contrasts the message that they expect from you, working your way up might be a tall order. If your appearance aligns with the message or theme that the audience expects, your work is relatively easier.

Clothing can project a low authority, high authority, or neutral image of yourself. When dressing, remember you are not doing it for yourself but for your audience. Consider the demographics and cultural expectations because it affects your message.

If you are meeting an international audience, it is advisable to consider cultural affiliations when dressing. It helps the audience embrace you better. At the same time, however, you should also ensure you are comfortable in your clothes. It would be pointless for you to go the extra mile only to end up uncomfortable and awkward.

Dressing right also affects your confidence. It empowers you and makes you feel good about yourself. You don’t feel out of place, in which case you would be in a hurry to get out of the situation you are in. Spare a few minutes on YouTube and find speeches President Obama delivered to working-class citizens. In most of these speeches, he didn’t have a jacket on and had his sleeves rolled up. Without uttering a word, he already conveyed a message to them that he is also working hard like they are. This sways the audience and makes it easier for him to address them.

The color of your clothes might be about what you feel that day or something else in your personal space, but it means a lot to your audience. Light colors represent flexibility, openness, fresh ideas, and a loud persona. Dark colors represent precision, calmness, and sophistication. Bright colors represent energy, responsiveness, cheer, and stimulation.

What about the prints on your clothes? Curved lines tell people you are approachable, romantic, graceful, and casual. Straight lines, on the other hand, give a picture of a formal individual; persuasive, strong, and crisp.

Of course, even though these might be true, context is still king.

CHAPTER 11: THE VITAL OR PROXEMIC SPACE

Now, imagine that you are standing in front of someone. You can see that they are crossing their arms with hands hidden behind them, their eyes shifting nervously from you to veer off to the left now and then. They shift their weight from foot to foot and struggle to maintain eye contact. Something about the body language of this person makes you uneasy, but you cannot place it. They keep their distance from you, and every time you get closer, you notice that they move away.

Body language is good at making us feel on edge, offended, or relaxed, but if you do not know what you are reading, you will struggle to understand why you feel that way.

Proxemics refers to the distance between yourself and someone else—it is the usage of space between yourself and the world around you. Naturally, people put varying degrees of space between themselves and others. When you are looking to understand proxemics, the best way to do so is to consider it a judgment of the relationship between yourself and those around you. You can also judge others' relationships based on the distance they put between each other, both vertically and horizontally.

The Use of Vertical Space

Vertical space is the space relative to your position height-wise. When someone utilizes vertical space, they attempt to make themselves taller or shorter, depending on the context. Those who want to make themselves taller may want to be an authority or someone deserving of respect and compliance. They may even use this space when they are trying to look at others who are taller than them—they simply tilt their heads back to look down their nose at the taller person to create the same impact.

When you make yourself smaller, you typically want to be seen as less dominant for some reason. You may be attempting to shrink down to speak to a child to be understood truly, for example, or you may be lowering yourself to make yourself seem more submissive. People will pull their chins inward when they want to be smaller because they will then be required to look up through their eyelashes at the other person, even if the other person is taller.

The default, eye level, is deemed to be the most respectful—it marks you and the other person as equals deserving of the same respect and consideration.

The Use of Horizontal Space

In horizontal space, you are looking at how near or far people are to each other. You will use this when you are picking apart the relationships of others. There are four distances used between each other, ranging from intimate distances to public distance.

- **Intimate Distance**

This refers to being as close as possible to the other person. When you are in this position, you are usually touching without trying or are close enough to do so. It is typically only young children and parents, or lovers that are comfortable being this close to each other. Generally speaking, this zone is only about 18 inches away from you.

- **Personal Distance**

Slightly further away than the intimate distance, personal distance covers about 18 inches away up to about 5 feet around you. It is what people are talking about when they say that you are invading their personal bubbles. This zone is usually reserved for those you like or feel comfortable with, such as friends and family members, or children who are too old to be within the intimate zone. The closer you can get to the center, the closer your relationship with that other person.

- **Social Distance**

This is a bit further out. It is the distance you naturally try to maintain with strangers around you or when interacting with someone else you do not know. Typically, this is between about 5 and 10 feet. You will use this when you are out and about unless you have no choice. When you are forced to encroach on this distance, you will most often make it a point to ignore the other person in an attempt to ignore the fact that they are violating those personal boundaries, such as when sitting on the bus.

- **Public Distance**

This refers to anything beyond 12 feet and is reserved for instances in which you speak out toward a crowd. You want to be loud enough that everyone in the crowd can hear you, so you want to ensure that people are a bit further away from you. It is reserved for lectures in classrooms, for example, or performances.

CHAPTER 12: HOW TO UNDERSTAND BODY LANGUAGE: INTERPRET THE MOST HIDDEN SIGNALS (ADVANCED TECHNIQUES)

Making a deep, lasting, meaningful connection with others is something we all yearn for. We're social creatures by nature, and we don't do well in isolation. Loneliness is something we try to actively avoid, and therefore, there exists a necessity to form strong bonds with the people you surround yourself with. Everyone wants to feel that sense of belonging, but to achieve that, we need to be able to trust the people we're with.

Your ability to effectively analyze someone has a big effect on how you deal with them. But you cannot achieve this without at least some

understanding of your own behavior. As much as you learn to analyze others, you need to learn to analyze yourself too, looking at the way you interact and the body language signals you’re sending out to the rest of the world. What do those signals say about you? Are they the right signals that you want to send? There’s a lot to think about in behavioral analysis, both for yourself and others too.

NLP Techniques and Tools to Help You Analyze Your Behavior

Neuro-Linguistic Programming, or NLP for short, was created in the 1970s by Richard Bandler and John Grinder in California. NLP has three components. The neuro component focuses on neurology, linguistic refers to language, and programming is about using neural language functions. NLP, in other words, means learning the language of your mind. Isn't that interesting? NLP is now introduced in seminars and by companies looking to train their managers to enhance their skills in communication and better governance. But how does that help you understand your behavior? Let's find out.

Imagine you're in a foreign country on a holiday. You're trying to communicate with a local who doesn't speak your language. Try as you might, they can't understand you, and likewise, you can't understand them. If you're sitting at a restaurant trying to order a meal, what you think you ordered and what comes to your table could be two very different things. The missing communication link and inability to understand each other causes immense confusion and sometimes frustration on both ends. That, however, is the kind of partnership most of us have with our subconscious mind. The same part of the mind responsible for body language.

NLP is meant to bridge the gap between your conscious and subconscious mind. It is about understanding what your brain is trying to tell you. Without this understanding, it would be challenging to connect to your thoughts, which makes it more difficult to regulate your behavior and body language. What you think and feel, and what you want to say, will be two different things. Like the restaurant scenario. You need NLP to help you connect with your mind and understand your thoughts in a way you never have before.

To regulate your behavior and body language, you must be able to identify your current limitations and break through them. NLP's focus is about

learning how to tap into the subconscious mind and become more adept at managing your emotions. It helps you learn how to manage the situation according to the circumstances you're in, which will help you empathize on a deeper level and maybe see things from a whole new perspective.

NLP's Tools for Behavioral Analysis

NLP practice and techniques enable you to connect with yourself and your relationships in a more enriching way. You will be open to more learning possibilities, easily adapt to the changes happening in your life, and will learn as life moves on. Your ability to immediately identify and push through your limitations will increase. Along the way, you will become more adept at steering your emotions so they do not get the better of you. You will learn to handle your emotions based on the situation you are in, and become a more effective and powerful communicator both verbally and nonverbally.

There are several helpful tools within the NLP framework which can be used to help you better understand your behavior:

- **Tool 1: Submodalities**

NLP believes that the brain codes emotional significance differently in different people. This means everyone's brain is going to code differently based on their own mental "image" or representation. Submodalities in NLP are classified as visual, auditory, kinesthetic, and olfactory/gustatory, each of which represents the way we encode and attach meaning to our experiences. Submodalities can help you minimize your stress, either indirectly or directly. Using submodalities will help you learn to disassociate yourself from stress so it doesn't reflect in your behavior. Learning to listen to the way that you feel is your first step towards altering your submodalities. When you're feeling a particularly strong or tense emotion, do something else that takes your mind away from focusing on the negative.

- **Tool 2: Content Reframing**

Reframing involves taking a negative situation and empowering yourself by changing the meaning that you associate the experience with, subsequently turning it into a positive experience. This technique is extremely useful whenever we feel helpless or when negative thoughts and emotions weigh us down. Take a negative scenario and reframe it to give yourself an entirely different experience.

- **Tool 3: Perceptual Positions**

This technique teaches you to put yourself in another person's shoes. In other words, see things from their perspective by developing your empathy and social skills. Better empathic abilities help you understand others in a way you can relate to, and your body language will start to mirror theirs, making you more relatable.

- **Tool 4: Anchoring**

Anchoring is best described as a neurological association between a sound, scenario, or situation and the behavior we have when we come face to face with that situation. It is a very significant and commonly used NLP tool, you need to anchor yourself to the situations you face. Anchoring helps us to associate a desired positive emotional response when we face a certain sensation. When we choose a positive emotion or thought and connect it deliberately to a simple gesture, we also trigger the anchor whenever we feel negative emotions.

NLP Tools to Analyze Your Behavior

This technique is meant to change our emotions immediately, and with it, our behavior and body language.

Human behavior is learned, and it is a product of several influencing factors, including our environment, social circle, ecology, and lifestyle. It is learned, but it also has a structure to it, which means it can be changed and adjusted with the right framework and tools. NLP techniques are one such approach to working with, understanding, and altering human behavior.

Speed Reading People and the Art of Listening

Everyone is different. Each person comes with their unique behavior patterns, quirks, and tendencies. No two people are ever going to be the same, not even twins. Add this to the fact that not all body language gestures are definitive, and speed reading people becomes even more challenging.

People display different body language cues for a reason, and while we may not be able to read minds, we can certainly read bodily signals, and that can be used to our advantage, particularly when combined with another overlooked, but just as a vital skill – the art of listening.

As with nonverbal communication, this form of communication is not without its challenges.

Misunderstandings can happen for several reasons, including a poor choice of words. Arguments may take place when two people have a difference of opinion. When poor communication techniques are used, messages conveyed are misconstrued, causing a breakdown in communication, and if you happen to misread the nonverbal cues too? That's a recipe for communication disasters.

This is why speed reading people must be combined with the art of listening, instead of just relying on an analysis of body language alone.

Defining Communication and Its Purpose

You would think that communication is an easy, straightforward process, especially since we're engaged in it every day. But nothing could be further from the truth. That's because communication is more than just trying to understand and interpret what you're being told. There's a lot of other dynamics that come into play, which makes it hard to take their verbal communication at face value.

There's no way of knowing whether you're being told the truth unless you can learn how to analyze the hidden nonverbal signals. That's the whole reason why you learn to analyze others in the first place.

PART 3

TECHNIQUES TO IDENTIFY IF A PERSON IS LYING

CHAPTER 13: BEWARE OF BLUFFING

Imagine a world where people say the first thing that comes to mind, a world where you tell the truth to everyone you talk with.

For example, let's say you take one look at your boss early in the morning and tell him he looks like a weakling.

What do you think would be the result? Peace or chaos? Here's another scenario most people are quite familiar with: your spouse turns around and asks, "Does this dress make me look fat?" Even if the dress does make her look fat, I know most men will say something along this line, "No, it doesn't; it's probably the mirror playing tricks on you."

So why do we opt to lie or gloss over important facts? Well, it is to avoid chaos. As we grow older, we learn the art of deceit to grease our interactions with others and help us maintain healthy social interactions. We know how much the cold, hard truth hurts sometimes, and it's no wonder research supports the fact that social liars are more popular than those who repeatedly tell the truth.

This type of lie is referred to as a white lie since the other person is trying not to hurt our feelings.

So, what about the malicious lies people tell in order to deliberately deceive others for their personal gain? This is what we are going to focus our attention on. We will take a look at the common clues malicious liars give when they lie or withhold the truth. Before we explore these common deception cues, I want you to understand why it's so important to study deception signals.

You and I deserve the truth. Society functions on the ability to trust people's words, the knowledge that people will choose to abide by their words. If it didn't, society would descend into chaos, relationships would have a very short life, there would be no commerce, and parents and children would not trust each other.

In as much as we will sometimes use the white lie to avoid chaos, society also depends on honesty because we would all suffer in the absence of the truth.

Millions of people paid with their lives when Adolf Hitler lied to Neville Chamberlain. When Bill Clinton lied, it destroyed the reputation he had built over the years. When Richard Nixon lied, it nearly broke the steadfast loyalty and confidence of the American citizens in their country. Truth is, undoubtedly, essential in all relations, be it professional or personal.

We are lucky that people speak the truth most of the time, and most of the lies we come across are usually social or white lies. When it comes to crucial matters, it is essential for us to assess the truth of what we are told.

It is not always easy to find the truth. For millennia, people had to rely on the use of torture devices to get the truth from those suspected of deception. Today, people have learned how to analyze handwriting and voice and use the polygraph test to uncover the truth.

Still, even with our advanced techniques, there are a lot of concerns about the accuracy of these methods. You may think you have little chance at succeeding when these modern deception analysis techniques can still fail. Don't be discouraged. With practice, you will become better at reading these deceptions cues.

After all, it is impossible to totally conceal deception.

Why Lying Is Difficult

Practice makes perfect, and most people have spent a good amount of time practicing and honing their lying skills. We have learned how to lie from an early age, and we've done it so often that we have become good at it.

Despite our perceived skills of deception, we still give off nonverbal cues that betray our innermost emotions to the astute observer.

For instance, people tend to smile less when they lie. This is contrary to the popular misconception that we smile more when we lie.

The difficulty in deception is that the subconscious mind gives contrary signals to our verbal statements. That is why it is so easy to catch someone who's not experienced in deception. On the other hand, actors, politicians, and public figures have learned how to refine their body gestures to the level where it's difficult to catch them in a lie. They tend to restrict their gestures in order not to reveal negative or positive gestures when they lie.

Researchers have discovered that it is easier to lie over the phone or in an email. It is also easy to lie when part of your body is obscured by the interviewer or interrogator. It is no surprise that law enforcement agencies place their suspect on a chair in the open in a bid to have an unrestricted view of their body language.

How to Detect Deception

People give off different types of signals that reveal deception. Some of these signals are so subtle that even veteran body language readers might miss them if they don't know where to look. Some signals are insignificant, unless you study them in clusters.

In some cases, you will be looking for signals of omission—looking for the hidden piece of information. Other times, you will be searching for verbal statements or actions that are inconsistent with the rest of the message.

Sometimes you won't have access to these deception clues since you might be communicating via an email or phone.

Variables such as ethnicity, gender, and cultural background can also influence how you detect nonverbal deception cues. Let's examine the major signs of deception in people:

Study the Body Language

Every part of the human body betrays our true feelings. By studying the arms, legs, eyes, nose, and torso, you can effectively deduce if someone is lying.

Liars Will Try to Avoid Eye Contact

When lying, people often avert their eyes in order not to betray their true emotions. They often do everything in their power to avoid looking at you since they think their lies will be uncovered through their eyes.

Conversely, people often give you their full attention and concentration when they tell the truth.

Restricted Body Movement

The arms and feet are great indicators of negative emotions, like deceit. It is easy to detect the gestures created by these body parts.

When someone is lying, they tend to be less expressive with their arms or hands. This means they are conscious about exposing themselves.

Have you ever noticed your arm movements when you are passionate about something? Your arms will wave all around as you try to emphasize your point.

When you notice a person sitting with his legs and arms close to his body, it's a sign that he's keeping something in. Watch out for unnatural hand and arm gestures. People who lie often try to overcome their restricted body gestures by using their gestures to convince us of the honesty of their verbal statements.

Involuntary Cover-Up

When the person's hand goes straight to the face when making a statement or responding to a question, it is a clear sign of deceit. Liars often cover their mouths while speaking as if they don't believe what they are saying.

Watch Out for Contradictions and Consistencies

We will take an in-depth look at the correlations between verbal statements and the accompanying body language.

From obvious contradictions, such as shaking your head from side to side while saying yes, to a more subtle form of contradiction, such as pursed lips, you will learn how to accurately interpret these signals.

These signs occur both on the conscious and subconscious levels. You will notice when people make a conscious effort to embellish their points through their forced gestures and off-timing.

You will also learn how to read people's initial reaction. This is the initial expression you notice on people's faces before they mask it with other body language. Even if you can't read the fleeting initial expression, it is usually an indication that someone has something to hide.

Observe the Timing

Timing is everything when detecting deception. For example, if a person's head begins to shake in an affirmative direction before the words come out, then there's a high chance he's telling the truth. But if the person's head shakes after the point is made, it is a sign that the person is trying to demonstrate conviction.

Watch out for the arm and hand movements that demonstrate a point after it's been made. This gesture is an afterthought, and it's the work of a shoddy liar. These arm and hand movements won't only start late but will also seem mechanical and at war with the "verbal" statement. Someone who is truly convinced about his statement will nod or shake their head in tune with every point he makes.

Be aware that a mechanical nodding when there's no point to emphasize is a sign of deception.

Sniff Out the Contradictions

Timing is crucial, but we need to pay more attention to contradictions between verbal and nonverbal cues. The woman who smiles while saying, "I hate you" is sending a contradictory signal. There's an obvious disharmony between her facial expression and verbal statement. Another example is a man telling his girlfriend or spouse he loves her while clenching his fists. Similarly, the gesture and the verbal statement are not in harmony.

Study the Timing of the Emotion

It is also difficult to fake the timing of emotions. For you to detect deception, carefully observe the timing of the emotions, and you will never be fooled. A fake emotion is not spontaneous; there's usually a delay in the onset of the emotion. The fake emotion lasts longer than normal and ends abruptly.

Let's take the emotion of surprise. The surprise emotion is always fleeting, and it is a fake response if it lasts too long. So, when people feign surprise, they usually keep the surprised face longer than usual.

The Unhappy Smile

Here’s another contradiction you need to watch out for. I briefly touched on this aspect when I explained the concept of smiles. I elaborated on the difference between fake and real smiles and how the former is limited to only the mouth area. When you pay close attention, you will notice that most deception signals are restricted to the mouth region.

Interpersonal Interactions

You need to consider a lot of factors when searching for signs of deception in people. Take a look at their posture in relation to the environment. Observe their stance to see if it’s defensive or offensive. Research shows that guilty people are likely to go on the defensive since they feel they are boxed in.

CHAPTER 14: HOW TO SEDUCE AND ATTRACT SOMEONE

As social creatures, we have a long history of utilizing sure non-verbal signs to show interest in others or check whether others are keen on us.

Today, this has become more refined, however antiquated signs are still there and can be utilized with excellent outcomes. Temptation is a game played at all levels, not just in your romantic life. A man might need to entice a lady to take her to bed. A lady might wish to attract a rich man so she can have a peaceful monetary life. A vocalist might need to allure the majority with her appeal so she can sell her music. A legislator might need to entice the electors to have success.

Enticement can be both negative and positive. It may be tied in with beguiling somebody, causing somebody to have a positive outlook on themselves, or decreasing their feelings of trepidation. It may be about utilizing impulse to mislead individuals and getting them to accomplish something that they wouldn't ordinarily do.

In this chapter, you will discover a series of non-verbal communication techniques that help you utilize the craft of temptation in order to get what you need.

Get Yourself Noticed

Non-verbal Sign

- Drop something deliberately, and twist down to get it. Ideas include a glove, a book, a watch, or a napkin.

Mirror your Partner

Non-verbal Sign

- Mirror each move the individual you are attempting to tempt makes. At the point when he folds his legs, copy it. When he lifts his hands behind his head, repeat it. If he touches his face, do likewise.

How Does It Work?

When you and the individual you are communicating with move in synchronization and match each other's non-verbal communication, you suggest that you think the same way. The other individual will get this non-verbal sign unwittingly. As a rule, we find individuals who resemble us more appealing.

Seem Vulnerable

Non-verbal Sign

Female

- Show the rear of your wrist.
- Tilt your neck and uncover it.

Male and Female

- Wear a shirt with an open neckline and touch your neck or collarbone.

How Does It Work?

The neck and the rear of the wrist are weak parts of the body. By leaving these parts undefended, you suggest that you believe the person you are speaking with, and are not apprehensive. It also infers you may be happy to go above and beyond with other parts of the body.

Be More Visible than Others

Non-verbal Sign

- Walk near the individual that you need to tempt.
- Aim to be inside their field of view more regularly than others.
- Bump into them a few times with the goal of becoming a recognizable face.
- Have a casual discussion to break the ice, so you don't feel like strangers.

How Does It Work?

If others see you frequently, they are bound to get inspired by you. Commonality prompts interest. Plan to be around your target individual more regularly than others. In time, they will undoubtedly give more consideration to you than others.

For instance, trying to say hey to an individual you don't know will make you a familiar face. It will be much simpler to interact with them, become more amicable, and take it to the next level.

You can't be enchanting if the other person is not aware of who you are.

Seem Approachable

Non-verbal Sign

- For ladies. Tilt your head down and turn your eyes upward. A side tilt now and again enhances this.

How Does It Work?

This signal emulates how a kid admires a parent. Because of the stature contrast, a youngster will consistently gaze upward with wide eyes. It is a motion that proposes blamelessness and is generally utilized by young ladies.

As a grown-up, you can utilize a comparative signal to show accommodation to an expected accomplice and demonstrate that you can be drawn nearer.

Physical Contact

Non-verbal Sign

- Touch an individual's shoulder.
- Touch an individual's hand.
- Hold an individual's hand.

How Does It Work?

Begin with an incidental touch. This can be a light touch on the hand while trading something or sitting together. It will serve to break the ice with regards to contact. Specifically, this can be your beginning stage while alluring a lady. This non-verbal communication strategy is especially appropriate to those from nations that are socially more hesitant to contact.

When all is said in done, contact can be very ground-breaking. Examination shows that servers who make a light touch while conveying a bill for their clients are bound to get a bigger tip. Curiously, the client is usually unaware of the communication and just "feels" like tipping more when the opportunity arrives.

In another example, if a clerk in a retail shop gently touches a client's hand when the client is paying for a product, the client will probably rate the exchange and the experience more positively than if the client was not contacted. Once more, this occurs on a subconscious level.

Appear Exotic

Non-verbal Sign

- Surprise individuals by how you look.
- Appear offbeat and intriguing.
- Look not quite the same as the common person.
- Offer a vital service.

How Does It Work?

This procedure is maybe best depicted by the activities of the expert of temptation. It was the year 48 B.C. Julius Caesar was in an Egyptian castle having a gathering with his military commanders. A gatekeeper announced that a Greek vendor needed to meet the Roman general to give a significant blessing. Caesar permitted the trader to approach. The trader came in carrying an enormous floor covering. Once before Caesar, the shipper fixed the rope tied around the rug and spread it out with a fast snap of his wrist. A youthful, wonderful half-bare woman, the young Cleopatra, the sovereign of Egypt, was covered up inside the carpet!

It caught everybody off guard, as it was evident how much trouble Cleopatra had gone to in designing this move. The move was so enchanting that Caesar was snared.

Like Cleopatra, plan your passage, what you look like, and your general non-verbal communication.

Be Symmetrical

Non-verbal Sign

- Use cosmetics to show up as balanced as could reasonably be expected. This is especially pertinent to ladies.
- Wear evenly lovely material.

How Does It Work?

Analysts have discovered a connection between evenness and sexual choice. We will, in general, be pulled towards individuals who have even faces and bodies. Individuals who are ill-suited or unfortunate often have topsy-turvy bodies. Any deviation from evenness suggests that a specific individual has not developed appropriately or is unsuitable for procreation. An even individual is generally viewed as being more appealing. If your utilization of cosmetics or fabric makes you look balanced, you are bound to seem alluring.

A good first impression can make the resulting experience much more straightforward. Furthermore, when individuals know nothing about you, they will be anxious to discover more.

A good first impression comprises non-verbal signs, alongside the underlying short welcome and conceivable casual discussion. Fortunately, you are your promoter. You can prepare for the experience. You can determine precisely how you appear. With such a significant amount of rivalry in publicizing and catching individuals' consideration, getting the initial introductions right is critical.

Be Prepared for First Impressions

When you are going to meet somebody, regardless of whether it is for business or pleasure, ensure that you show up at your best. You do not want to be rushed, fail to remember something, or look ill-equipped. If you seem

ill-equipped, the other individual's impression of you will be that you are someone who doesn't value that experience or them. Strive to show the other individual that you care about them and their needs.

We should repeat over that once more. The initial introduction isn't about you. It is about the impression other individuals have about you. Henceforth, it is eventually about them; it is tied in with causing them to feel that you will help their lives.

Focusing on this fundamental objective, you can use the following non-verbal communication rules:

- Dress appropriately, and in a way that makes the other individual agreeable when you are near.
- Be on time.
- Appear sure and ingenious, so the other individual understands you are worth his time.
- Be open with the goal so the other person will feel relaxed.

CHAPTER 15: WHAT REALLY MOTIVATE US?

Now, we're going to talk about the motivations of people. This is the principal thing that keeps them going, and if you want to be able to read a person's body language correctly, you need to understand the motivations that drive them. Think of this like driving on a highway. Everyone is driving towards a destination, which is their main motivation. If you're driving right alongside them, you might not be 100% sure of where they're going. However, if you take a good look at the car's movements, the blinkers, their position in the lane, and so on, you should be able to make a close-to-accurate prediction and therefore adjust your own driving accordingly. Even if a person lies to you, knowing what motivates them or what their "end game" is can help you to figure out what the lie is all about.

One more note, motives are defined as the conscious or unconscious factors for people's behaviors. Motives are the reasons we do what we do. Behaviors are the acts themselves; the actions that are reflective of a person's motivation.

Maslow’s Hierarchy of Needs

This is possibly one of the oldest rationales for understanding human motivation. It’s not perfect, but what is? Maslow’s Hierarchy of Needs is a lot like the Nutrition Pyramid. It explains that motives have a bottom-up approach. The bottom needs are the most basic and prevalent which must be met first before the other’s needs are addressed. There are five levels to basic human need, starting from the bottom, and these are: Physiological, Safety, Love/Belonging, Esteem, and Self-Actualization.

Here is a brief look at how this works:

Physiological Needs

These are the components that are aimed towards survival. According to Maslow’s theory, humans are compelled to fulfill these needs first before they can ascend to higher levels. So, what exactly are these physiological needs? These are:

- Homeostasis, or basically the balance of the body in order to preserve its living condition.
- Health.
- Food.
- Water.
- Sleep.
- Clothing.
- Shelter.

Social Belonging

Once you have the most basic needs and security, the next step is to seek out social belonging. We are social animals after all, and the need to be

accepted by our peers is one of the most common driving forces for people. The need for social belonging is typically met by the following:

- Friendships.
- Intimacy.
- Family.

The need to be accepted in social groups exists regardless of the size of the group itself. Small social connections include family, friends, and colleagues. You will notice that most people will go to extra lengths in order to have this sense of acceptance and belonging in their chosen social circle. Failure to meet these needs leads to problems like social anxiety, clinical depression, and loneliness.

Self-Esteem

Next is self-esteem which is connected to the second level. People often use the second level to jump to the third. Acceptance in their social circle tends to boost a person's self-esteem as they find themselves worthy because others find them worthy. What does this level cover? There are actually two versions of this: the lower and the higher version. The lower version speaks of self-esteem derived from others. There's a need for status, fame, prestige, recognition, and attention from others.

The higher version speaks of self-esteem derived from your own competency. This speaks of self-confidence, knowing that you're capable of independence. This means being able to take care of yourself, know your needs, and have the ability to meet those needs. This gives an individual a sense of value and prevents them having an inferiority complex.

Self-Actualization

This is the toughest level of the motivation pyramid, and is all about managing to reach a person's full potential. Maslow describes it as the ability of an individual to accomplish everything they can possibly achieve in life. It is a lifetime goal and for many people, it can be difficult to

actually pinpoint that lifetime goal. Others, however, know what this goal is, but have a hard time reaching it.

Self-actualization Can Include

- Parenting.
- Partner acquisition.
- Utilizing and developing abilities.
- Utilizing and developing talents.
- Pursuing other goals.

These self-actualization motives are described by Maslow as the intrinsic drive that pushes people forward into completion. People who have a clear grasp of this goal need to understand how their four needs in the pyramid interact with each other to help them achieve the ultimate goal.

The Fifth Level—Transcendence

Oddly enough, the developer of this hierarchy also talked about a sixth level. He called it transcendence and according to him, it is a level of achievement where a person surrenders himself to something or someone more powerful than himself. You are probably thinking about religion, but that's not all there is to it. Transcendence is also pursued through meditative exercises. According to him, transcendence refers to the highest and most holistic level of human consciousness.

So How Does This Help with Reading People?

If we rely completely on Maslow's Hierarchy of Needs, you'll note that most people's actions are geared towards reaching any of these five needs. It can be a tad difficult, but what you want to do is try to figure which of these five needs a person wants to achieve through a particular behavior. Do they want social acceptance? Do they want to achieve the basic needs of maintaining life? Or do they want a sense of security? If you can figure out

exactly what ultimate need one wants to fulfill, you can at least fill in the gaps and make a reading on what their body is saying.

Experience Matters When It Comes to Motives

Obviously, there is a lot more to motivation than just figuring out which of the five needs a person wants to meet. Experience is a big predictor when it comes to figuring out motivations. Plus, it’s on a case-by-case basis, with YOU as a big factor in the equation. Simply put—what does this person want from me? What need is this person trying to fulfill through me? What need can I fill for this person?

Guidelines for Understanding People

Let’s say you’re ready to figure out people’s motivations and understand them to forge better connections. The question now is this: how do you start? The way you start varies from person to person, but there are certain “general rules” that can help you move forward with connections.

Here are some of the typical guidelines to make things easier for you:

Most Social Behaviors Are Hidden

We’ve been talking about the different actions of people and what they mean, but it’s also important to look at the opposite end of the scale. You should keep in mind that more often than not, people draw inwards instead of pushing out. Many actions or reactions are done in order to suppress rather than express. For example, people close their arms, suck in their lips, or look away from people. It’s a pull motion rather than a push. How does this apply when you’re trying to connect with people?

Well, you have to pay extra attention. There’s this precious moment between a push and a pull when a person starts to react to something and then quickly holds that back in because they realize that they’re showing emotions they don’t want people to see. That’s the moment you have to catch.

Now, you might not always catch this deliberate inaction, but knowing that it’s there is half the battle. A lot of things are beneath the surface. This is why you need to focus on empathy, instead of just interpreting what people say. Put yourself in the person’s shoes, and you should be able to at least have an idea of what they’re trying to do or what they’re trying to achieve.

Conceit Trumps Malice

Another thing to keep in mind is that people aren’t naturally evil. If you’re going to guess a person’s motivation, malice should NOT be your first choice. In law, accused people are often considered “innocent until proven

guilty" because the default setting is that a person is "good" unless there's enough evidence to show that they've been bad. This is also important if you want to understand people better.

In any situation where people are doing something that is harmful to others, first assume that they're doing it because they're unaware or ignorant or believe that their way is more important. By having this mindset, you are more likely to react in a kind manner. Chances are you'd react by explaining to them exactly why their choice of action is not the best one. In contrast, walking into a situation believing a person is simply "evil" makes you react badly, perhaps even rudely or violently.

Selfishness and Altruism Often Dictate Behavior

Selfishness is often viewed as a desire to please only yourself while altruism is its exact opposite. Altruistic people are said to be selfless and want only the best for others. Oddly enough, people can be driven by these two factors at the same time. Perhaps the simplest way to explain this is: people are giving, but they are giving in a way that also helps themselves. For example, people have no problem lending money to a friend, knowing that this particular friend can help them fix their computer or fix their car without charge. You trade in a car from a dealer and the two of you benefit. In some cases, helping someone is a sign that you have more power than that person, therefore helping you establish a feeling of dominance over another person.

Memory Is Fickle

Another thing that might help you in understanding people for the better is that they don't have excellent memories. Memory is incredibly fickle and people are likely to forget certain things, ideas, or concepts. Hence, if you're expecting someone to call or someone promised to do something for you, and it did not eventuate, you can always assume it's because they simply forgot instead of it being deliberate malice. Do not assume that

people are naturally evil as this will leave you feeling bitter and closed to the possibility of connecting to and understanding others.

CHAPTER 16: PERSONALITY TYPES

Researchers examined data that was collected from over 1.5 million people and it was found that there is a minimum of four distinct personality groups: reserved, regular, exemplary, and egocentric. The findings go against the existing paradigms that are present in psychology.

The study used questionnaires in which volunteers responded in exchange for more information about their own personality.

People have tried to categorize personality types since ancient times, but scientific literature has long rejected the idea.

Personality types were only found in self-help literature and not in scientific journals. From the answers to the questionnaires, specialists pointed out the five basic traits of personality: neuroticism, extraversion, openness to new experiences, sympathy, and conscientiousness. Once the new algorithms were developed, there were four types of personalities that emerged.

Regular

Regular people are rich in neuroticism and extraversion and have low levels of openness to new experiences. Women are usually more prone to falling into this category.

Reserved

The reserved individual is emotionally stable but has no openness or neuroticism. He is not extroverted, but he is pleasant and aware.

Exemplary

Exemplary people score low on neuroticism and high on all other characteristics. There are more women in this category. The likelihood of someone being exemplary increases with age. They are the kind of people that you can trust, and they are open to new ideas. These are the kind of people that will take care of things.

Egocentric

This group scores very high on extroversion and below the required score in openness, sympathy, and awareness. There is a substantial decrease in self-centered numbers as people age, both with women and men.

Researchers also developed a new method, reducing the possibility of aggregation of the algorithms. This procedure revealed the four groups.

To make sure the categories were accurate, they used a group of egocentrics – adolescent boys – to validate the information. We know that adolescents behave in an egocentric way.

According to experts, this research can help health care professionals evaluate people with extreme personalities. In addition, you can use this information to help select candidates for job vacancies or even to find a loving partner.

The analysis also points out that as people mature, their personality types change. For example, older people are usually a lot more conscientious and sympathetic than people under the age of 20 years. When we look at people in large groups, it becomes very clear that trends exist. Some people can change their characteristics over time.

Classification of Personality Types

The classification of your personality type comes from the combination of 4 criteria.

These criteria are the opposite and exclusive. For example, if you are extroverted, you cannot be introverted. In order for a personality to be formed, it is necessary to choose an answer from each criterion. The combination of the four chosen criteria gives the personality type, for example, ENTP or INFJ.

Check out the acronyms and the four classification criteria below:

Introverts or Extroverts

The first classification of personality types is related to the way we interact with the world. With respect to this question, we can be: Extroverts (E) or Introverts (I):

Extroverts (E): Someone with this type of personality is extremely sociable and likes to talk and interact with other people. He is not afraid to state his opinions and is very communicative. They focus their energy on the real world.

Introverts (I): These are usually people who feel better alone, are less sociable, and interact with fewer people. In general, they do not open up easily. They concentrate their energy on the world of thoughts.

Sensory or Intuitive

The second classification of personality types is related to how we observe and absorb information from the world. With respect to this criterion, we can be: Sensory (S) or Intuitive (N):

Sensory (S): Corresponds to the most materialistic personality type, obtains information through the observation of facts and concrete details. They are realistic and practical people.

Intuitive (N): These are people who have a more imaginative profile. Instead of obtaining information through concrete facts, they prefer to observe and draw the final conclusions from their own thoughts and beliefs. They are the most creative and complex people.

Thinkers or Sentimental

The third classification of personality types concerns how we judge other people's actions and also how we make decisions. With regard to this criterion, we can be: Thinkers (T) or Sentimental (F):

Thinkers (T): They make decisions and always judge people based on logic, generally weighing up the pros and cons of the situation. They are objective and fair; they rarely let feelings influence their decisions. They value logic, justice, and equality.

Sentimental (F): People with this type of personality judge people and make their decisions guided by their instincts and also by feelings (i.e. decide based on what they are feeling at the moment). They value harmony; empathy does not follow strict rules; they accept exceptions well.

Judges or Perceptive

The fourth classification of personality types is related to whether we prefer to act spontaneously or whether we prefer to think well before acting. With respect to this criterion, we can be: Judges (J) or Perceptive (P):

Judges (J): Whoever has a judging personality is satisfied after decisions have been made; they are distressed by letting problems accumulate. In general, they do not think much before acting, they prefer to regret later.

Perceptive (P): They make well-thought-out and more accurate decisions; they take time to act. They become distressed if they need to make a decision quickly. They usually think hard before they act because they are afraid to repent.

CHAPTER 17: PRACTICAL APPLICATIONS

Exercises and Practice for Masterful Analysis of Others and Broadcasting of Yourself

You'll find several basic exercises to practice to enhance your analysis of others and influence social interaction. Select one or two you're comfortable with and start there. When you've become comfortable with those, select one or two more, and even add other practices you've found elsewhere and learned by observing others. Learning from others you admire and then mirroring that behavior is an effective process of adapting more influential behavior. The key is to practice them regularly and record your results.

Regulate Your Breath

This is a common breathing technique used in meditation and in the practice of mindfulness. Like most breathing exercises, this is designed to guide the individual into a slower frame of mind that most often includes a slowing and calming of the body. The individual is encouraged to listen to, and focus on, his or her own breath. When the mind wanders, gently guide it back to the breathing exercise.

This exercise can be practiced almost anywhere, but it does require the individual to block out the rest of the world for a solid 5-10 minutes for maximum benefit. There is no preparation necessary, and while it's nice to practice this exercise in a comfortable and relaxing space, it's possible to implement this in a space that isn't perfect. Doing so will strengthen your ability to block out distractions and concentrate deliberately for 5-10 minutes.

The primary function of this exercise is to regulate a slow, and steady breathing pattern of 3-count inhales, and 5-count exhales. It's also suggested that when breathing in, you breathe deeply through your nose, and when exhaling, you do so through the mouth as if you're blowing air out from your lips.

By adding this breathing exercise to your repertoire, you'll improve focus and memory and decrease stress chemicals in the body. This exercise also decreases your overall sense of anxiety, lowers heart rate and blood pressure, relieves muscle tension, and improves eyesight.

To practice this exercise:

- Get as comfortable and quiet as possible in a place you can sit undisturbed for 5-10 minutes.
- Sit comfortably and close your eyes.
- Breathe in deeply and exhale.
- Hold your breathing for a moment on the exhale.
- Inhale again, but this time, breathe in slowly and steadily for a count of 3.
- Hold your breath for a count of 3.
- Exhale, but this time, exhale slowly and steadily for a count of 5.
- Inhale again, slowly and steadily for 3 counts.
- Exhale again, slowly and steadily for 5 counts.

Continue this pattern of slow and steady inhales and exhales at a 3-count, and 5-count, respectively.

You may opt to continue to hold your breath in between inhaling and exhaling as part of your pattern, but it's not mandatory. Do what is most comfortable. If the mind begins to wander, gently bring it back to the observation of the breathing process. Your analytical mind should be listening closely to your breathing for any sign of faster or unsteady flow. The analytical mind can also remain focused on the evenness of your counts, trying to maintain the slow and steady flow. After a 5 or 10-minute period, you can slowly open your eyes and readjust to your immediate surroundings. With regular practice of this breathing exercise, you will teach your mind and body that you have the power to bring yourself to this peaceful moment whenever you want. This is a personal micro-vacation you can use any time in your day; it feels good.

Try Reframing

In reframing, you’re encouraged to take a situation you feel negatively about and put it in a new light; paint a different picture of it. This can be done anywhere, at any time, and takes only seconds or minutes. It can be done silently in your own mind or out loud. Reframing out loud has the added benefit of strengthening the story, and the accompanying emotions.

This exercise works well for people who regularly overthink, and form exaggerated and dramatic stories based on one small piece of evidence, often taken out of context. Examples of situations that reframing can work well on might be someone standing you up for a date, someone taking the seat you saved, someone cutting you off in the grocery aisle, a stranger giving you a nasty look, and so on. These situations often put us on the defensive quickly, as we feel we're wrongly judged or mistreated. It’s easy to imagine a personal injustice or that the situation was done against you, personally.

This exercise forces the individual to look at the situation objectively, as if no personal emotion was involved. Through this lens, the individual can often slow the pattern of negative thought and put the situation into a more realistic perspective.

There are no step-by-step instructions for this practice. When you notice a situation you feel personally offended by, stop. Take a moment to analyze what’s really going on from an objective point of view. Ask yourself if you could be seeing some of these details wrong and if something else, which is not a personal attack on you, could actually be going on. Imagine a scenario where the same situation plays out, but it has nothing to do with you. For example, the person who stood you up could have had an emergency. The person who took your seat probably didn’t realize they did it. The person who cuts you off in the grocery aisle could have been in an important rush to get somewhere. The stranger with the nasty look could have made that face because of a thought of their own, and they just happened to be facing your direction.

Read Others in Public

The next time you’re in any line, take your time reading and observing the body language of others around you, both customers and clerks. Note the correlations you observe, and even make notes on your phone about this while you’re in line. Once a month or once a quarter, look back over that which you’ve recorded to analyze your progress and the spots you still may need more work on.

Exercise Written Influence

In-person interactions are a prime way to maximize influence, but this isn’t always possible. Many times, we interact with others on the phone, in chat, or on social media. If email and text is the way you communicate for most of the day, try writing a persuasive email at least once per day. Plan what outcome you want to see, and then try to implement one or two of these tactics to see if you can get the email recipient to do what you want or agree with you.

CHAPTER 18: HOW TO FAKE YOUR BODY LANGUAGE

Now, we will go through some easy and simple ways to fake your body language in order to convey different emotions or expressions to those around you. These methods can be beneficial in everyday life as well as in the workplace. They can also serve you well when starting out relationships. These methods also do a good job of helping you feel how you are trying to feel. Have you ever heard the cliché, “Fake it till you make it?” Well, in some ways, this is true. By pretending to feel a lot of the emotions, you may be able to convince yourself that you actually feel that way.

Taking a Deep Breath

Amplifying the supply of oxygen within our lungs gives us more power and more ability to fake our emotions through body language. This will also give us a moment to collect our composure and pretend to be calm and collected. In addition, deep breathing tends to stimulate the parasympathetic nervous system, which can trigger a relaxation response. This is very helpful, especially when trying to trick those around you into believing that you are calm and controlled in a situation. Deep breathing is a very good trick for mindful living, as it gives you more control over your body and your reactions to stimuli.

Controlling the Movement of Our Eyebrows

Our eyebrows can convey a lot about our inner feelings. A lot of movement from our eyebrows can convey feelings that you do not want to express. You need to be aware of the movement of your eyebrows when you are trying to fake certain emotions through your body language.

Trying Not to Use a Fake Smile

While it is good to smile even if you don’t feel like it, that is not always beneficial when faking your emotions through body language. While looking happy and bubbly may make others like you, it is not the best look to have constantly. Fake smiles are far too easy to see through, and humans are naturally inclined to try and search for any inconsistencies within somebody’s smile. A better way to hide your emotions is to keep your mouth straight and not smiling or sad.

Relaxing Your Face

By keeping your facial muscles relaxed, you can more easily control the movements of your face. Stay away from movements such as teeth grinding, frowning, or displaying any other type of emotional expression. Having a calmer look on your face makes it easier to control the emotions you are putting out through your body language.

Supporting Your Head

A person’s head that is being held up or a face buried into one’s palm is a very obvious and clear giveaway of a bad mood or sadness. Keep your head held up high and your neck and back straight in a situation where you feel sad, but you do not want those around you to know that you feel sad. Another important thing to remember is to try and stop yourself from touching your face when you're feeling sad, as it is a strong sign of anxiety and stress.

Avoiding Fidgeting

Moving suddenly or very quickly are obvious signs of discomfort and anxiety. If you try to relax your body and try to look as though you are comfortable where you are, it can be easier to control your emotions and feelings. It also becomes harder for those around you to decipher what you feel because you simply look calm and relaxed.

Speaking in a Balanced Tone

This one is very important. If you want to come across as anything other than how you are currently feeling, take a moment to think about what you're going to say. Speak in a balanced and even tone to those around you. The tone of your voice can give away your thoughts faster than you can think. Speaking too fast or changing your tone very quickly and frequently is an obvious sign that you aren't quite sure what you are trying to emote or what you are feeling. Try to slow down before you answer any questions. In addition to this, try to speak with your mind in a logical setting. Focus exclusively on facts and remove any emotion from the situation. Through focusing on facts, you can stop your body from exclusively feeling the said emotions and focus on the task at hand.

Trying to Disassociate

If you can manage to detach yourself from a situation you are in, it will become much easier to control your body language and the emotions that you are seeking to hide. An easy way to do this is to think of good memories. Doing this will help take your mind off of whatever is happening around you, and it will make it more challenging for others to read your thoughts. By detaching yourself from the situation around you, you will more easily be able to see the logical side of what is happening, and be able to accurately portray the particular body language and emotions that you want to exude.

Speaking to Yourself

Tell your mind to think the way it should. This will make it easier to control your body language and your emotions, as you are in the process of controlling your own mind.

CONCLUSION

How to Analyze People with Your Own Powers of Observation

#1. Body Language

The body is the most important part of any person’s communication. Hands, feet, arms, and legs are all used in different ways which reflect a person's moods, likes, and dislikes. If you see someone thumping their feet on the floor and crossing their arms over their chest, this means they are feeling stressed or annoyed. If someone is standing very still and staring at the floor, they are feeling embarrassed or shy.

#2. Voice

What someone says and how they say it can reveal a lot about their personality. A loud or quiet voice, too high or too low pitch, deep or high-pitched laughter can all give clues to a person's character. Just the way they pronounce certain words, or their grammar can reveal a lot about their education and social status. For example, if someone is constantly laughing nervously it may indicate that they are feeling nervous and defensive.

If a person tries to control the way they speak, for example, if they try to sound smarter than they are, then this will also reveal something about them. For example, if someone speaks in a slow and quiet voice it is a sign that they want people to like them and feel comfortable with them. If someone speaks too loudly in an aggressive way, then this may mean that they are being defensive and trying to be intimidating.

#3. What They Say

It is the conversation that reveals the most about a person. People who talk a lot are more extroverted and probably have lower self-esteem. They enjoy

attention and want to be popular. People who speak quietly are often very happy with themselves, or may be shy. It is difficult to know why they act in this way, but either way, it shows something about their personality and character.

#4. Appearances

The way people dress can tell you a lot about their personality. People who wear expensive, designer clothes tend to be more confident and successful than others. People who wear their clothes in an untidy way are probably more relaxed and laid back, as they don't care what they look like. People who dress very smartly have high standards and want to look good. This is usually a sign of a good self-esteem. If someone dresses very badly, or in clothes that are too young for them, it could mean that they are trying to hide their real personality.

#5. The Way They Look At You

The way a person looks at you when you speak to them can reveal something about their feelings towards you. If someone is looking away from you or at the floor it could mean that they are not listening to you. If they are listening but looking at something else, like their mobile phone, it could mean that they are not interested in what you have to say. If their eyes are focused on you and they are following what you are saying it means that they are listening and taking in what you're saying.

#6. Your Own Reactions

The best way to observe people is to notice your own reactions. If you get along with someone it means that you feel comfortable around them. If you are not comfortable around a person then this probably means that you don't like them or that they are intimidating. If you are interested in a person or think that they are interested then it means that you like them and feel attracted to them. If you are jealous of someone then it shows that you

respect them and think they are better than you, or maybe that you feel threatened by them.

#7. Looks

If someone is giving you a dirty look, this most probably means they don't like you. If someone looks you straight in the eye when you speak to them then it means that they are interested and open to what you have to say. If they are staring at you in a very intense way it may mean that they like you. If they look away when you speak to them it could mean that they are not interested in what you have to say.

#8. Confidence Level

People who are confident and relaxed will act differently to those who are nervous and uptight. If someone is confident and relaxed, they will stand tall, speak in a clear voice and look you straight in the eye. If they are nervous and uptight, they may fidget, speak quietly, and look away when listening to you. Nervous people are usually more defensive because they don't feel good about themselves.

#9. Facial Expressions

If someone is smiling, then they are probably happy. If they are smiling when talking to you then it means that they are interested and like you. However, a tight-lipped smile can mean that the person doesn't like you, or maybe that they are trying to hide their feelings.

#10. Age and Gender

The way a man acts is generally very different to the way a woman acts. Men tend to be more confident and extroverted, whereas women are more sensitive and caring. If you are talking to a boy or girl then it is important to notice the difference in their body language, facial expressions, and tones of voice. You will be able to tell whether they like you by their actions and reactions towards you.

#11. Where They Are Looking

Where a person looks can also reveal a lot about their personality. People who are observing their surroundings may be more confident than those who are not. Those who are not looking at what is around them usually have low self-esteem and do not feel comfortable in their environment.

#12. Their Interests

If someone is interested in something, they will speak about it a lot, and watch a lot of films/TV about the subject. A person who doesn't care about anything will not pay attention to anything and won't watch any films or programs on TV. Also, if someone is interested in fashion, they will do a lot of research on the internet about different styles.

#13. Intelligence Level

People who can't speak very well are often very defensive about their intelligence and have low self-esteem. If someone speaks in a confident way, then it shows that they are intelligent and have high self-esteem. People who try to speak in a smarter way than they are used to are probably trying to impress someone.